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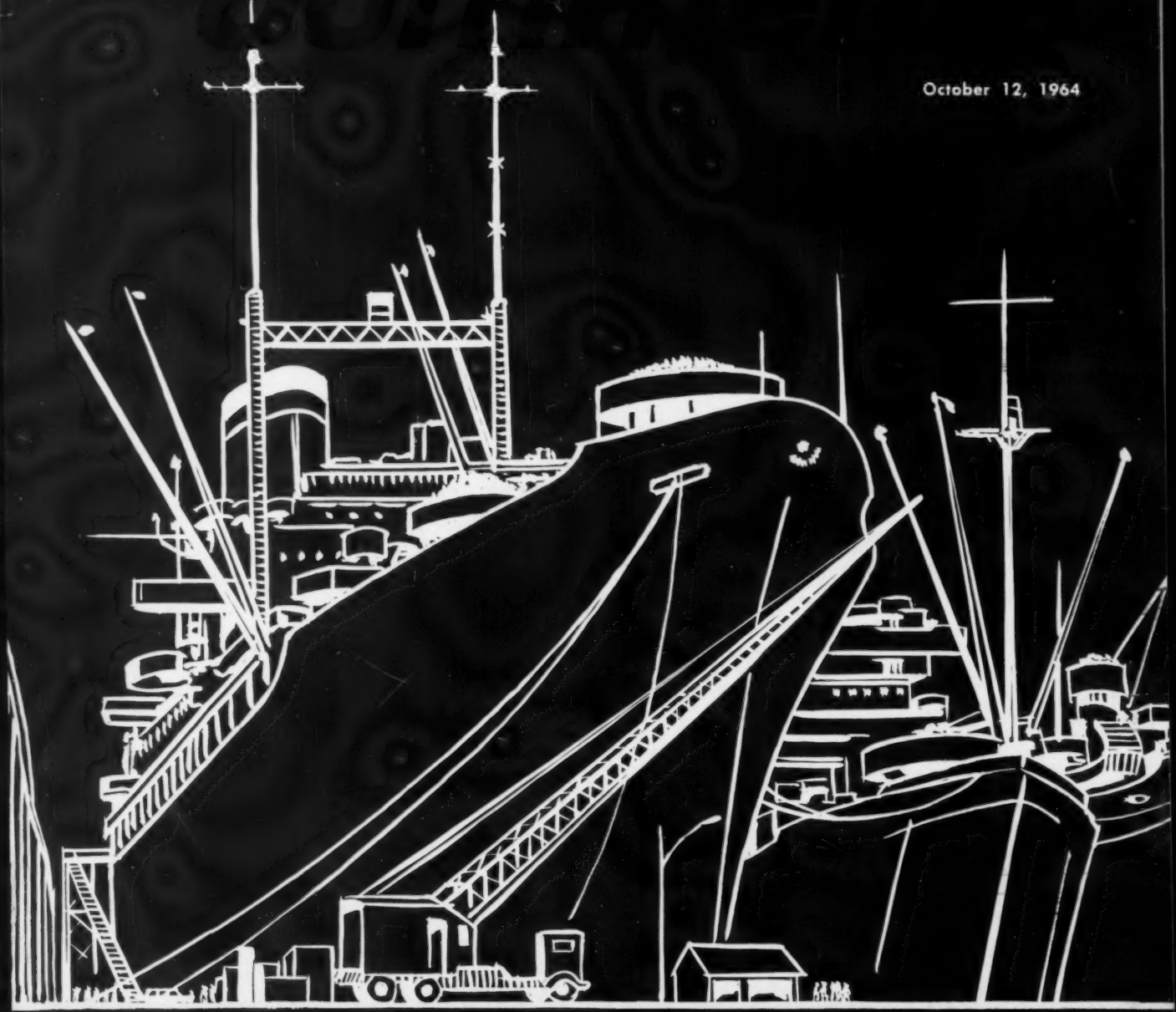

Virginia World Trade Conference

October 15–16

Business Bulletins *from around the world*

BELGIUM—Retail price ceilings reestablished for certain cuts of beef. Ceilings for some pork cuts lowered. Move may have steadying influence on retail price index.

January-May1964 imports from U.S. increased 18.8% over comparable 1963 period to total $217.8 million. Total imports for period rose 20% to $2,448.6 million, of which U.S. share was 8.9%.

CHILE—Trade statistics for first six months 1964 released by Superintendent of Customs show exports of $283 million, imports of $277 million, giving Chile favorable balance of $6 million compared to deficit $16 million in first half 1963. $22 million improvement caused by $10.6 million decline in imports, $11.4 million rise in exports. In face of reduced imports, continued payments delay problems, U.S. managed to increase share of market to 37.1% compared to 35.1% for all of 1963. Exports to LAFTA countries declined 0.7%; imports increased 5.6%.

DENMARK—United Steamship Co., country's 3d largest shipping company, announces material expansion, renewal of fleet. Project includes eight or 10 cargo vessels of 6,000 d.w.t. to be engaged in company's traffic to North and South America; six coaster-type vessels of about 75,000 cu. ft. loading capacity intended primarily for operation in Mediterranean ports. Order for first two vessels placed with Norwegian yard; negotiations currently being conducted with other foreign as well as Danish yards for construction of remaining ships. Company hopes entire construction program will be completed during 1966. Cost of financing new construction program, about $36 million, will not require additional outside capital.

FRANCE—Hourly wages in private sector increased by almost 2% during second quarter 1964—bringing total wage increase in this sector up to 3.8% for the first half of 1964. While rate of growth of private sector wages slowed down immediately following launching of Stabilization Program in September 1963, continued tightness in labor market pushed wage increases in private sector towards annual rate of 7-8%.

Country produced 109.4 million pairs of shoes, 69.1 million pairs of slippers in 1963, 17% increase over 1962 level. Factory shipments in 1963 amounted to $397.6 million, $74.2 million, respectively, 19% increase in value for each category.

INDIA—Alloy, special steel requirements by 1971, end of Fourth Five Year Plan, estimated at 1 million tons, of which 300,000 tons would be public sector, 700,000 tons private sector. So far, total of 464,00 tons of manufacturing capacity licensed.

Cochin Refineries complete arrangements for loans totalling $18 million to cover foreign exchange costs of refinery construction. Three U.S. banks provide $6 million; private U.S. investors, $12 million in long-term notes. Majority equity in company held by Government, 25% by Phillips Petroleum, balance by private investors here.

ITALY—Philco Corp. which formerly held minority interest in its Italian licensee takes full ownership of Philco Italiana S.P.A. Firm is consolidating all of its activities here at new plant near Bergamo. Philco's investment is about $7 million.

LUXEMBOURG—Rise in GNP for 1964 forecast at 4.5%, compared with actual increase in 1963 of 0.5%. Strong steel production, high domestic personal consumption brighten 1964 outlook.

New $2-million P. Lorillard-Heintz van Landewyck plant at Ettelbruck begins production of "Kent" and "Newport" cigarettes. With addition of new plant to firm's existing facilities, country becomes one of principal European cigarette producers.

MALAYSIA—Television Malaysia recently expanded service to northern Malaya, increasing number of Malayan states in television area to seven. Only east coast states and Sabah, Sarawak in Borneo not served at present by stations in Kuala Lumpur, Singapore.

MOROCCO—Press reports that surplus on market of domestically-produced textiles necessitated suspension of new authorizations for textile imports. Present inventory reportedly valued at $46 million.

With Djebel Slokia television relay tower near Tangier completed, Radio Television Marocaine at Rabat to begin transmission of Eurovision programs throughout country. In accordance with Moroccan—Spanish agreement, Eurovision to be relayed to Rabat from Sierra Lujar transmitter near Grenada.

NETHERLANDS—Imports for July totaled $635 million, 27% increase over July 1963.

Orders for fixed assets in 1963 totaled $728 million, 7% drop from 1962. Major decreases were in chemical, metal manufacturing, paper industries.

N. V. Phillips Gloelampenfabrieken (Philips Lamp Works) to start experimental color TV Oct. 14.

Dutch foreign exchange reserves totaled $493 million in June, down $278 million since December 1963. Gold reserves remained unchanged at $1.6 billion.

SWITZERLAND—At end of August, cost of living was 3% higher than year earlier. Rents showed greatest increase (6.6%). Consumer-price index rose by 1.6% during first eight months of year, compared with 2.4% in corresponding 1963 period and 2.8% in January-August 1962.

THAILAND—Government promulgates several measures of significance to U.S. exporters—Anti-Dumping Act prohibiting import of goods for sale at prices below regular prices, in cases where local industry may be adversely affected; Food Quality Control regulation prescribing labeling requirements for most imported foods; reduction averaging 8% in electricity rates, with major benefits going to small consumer.

First modern shopping center now under construction in Bangkok will include six-floor office building, seven-floor hotel, three-floor parking building, department store.

U.S. Department of Commerce

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the cover

From the time of its first settlement in 1607, the Old Dominion has sent ships over the world's waters in search of trade. The 1965 outlook for Virginia's international commerce will be discussed in Roanoke Oct. 15-16 by experts from all over the State, and beyond. See pages 2-3.

International Commerce

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October 12, 1964 — Volume 70, Number 41

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4 President Diosdado Macapagal, nearing end of 12-day visit, voices optimism on future of trade relations between United States and Philippines

6 Secretary Hodges announces formation of overseas network of business links; export councils being organized in 12 European cities

7 Neil Hurley reports on conversation with U.S. Ambassador Reinhardt on Italian business outlook, as they speed to Levant fair and study exhibits

8 Commerce officials Goldy, Braderman in San Francisco, outline steps to be taken toward improved financing, more aggressive marketing

9 Young college graduate has rare first job—'Panhandling' for his father through Central America and Caribbean; brings back enthusiastic report

13 Regional Export Council, veteran firm, honored on special day as 100th 'E' for New York City organizations presented at World's Fair

14 Tool firm in Ohio starts with patent on pipe wrench, now exports large part of manufactured products; 'E' winner draws praise for selling abroad

TRADE FAIRS AND CENTERS

10 Industrial machinery, machine tools, leisure goods to be featured at trade fairs next spring in The Netherlands, the United Kingdom and Japan

12 Traditional Bulgarian dance winds up activity in American pavilion at international fair in Plovdiv; total attendance estimated at some 650,000

WORLDWIDE BUSINESS OUTLOOK

17 El Salvador businessmen, merchants say there's very little slack in sales activity in the second quarter; coffee exports are unusually large in April

20 Dominion of Trinidad-Tobago has moderate duties, few restrictions and attracts attention of Americans interested in more than romantic nights

FOREIGN GOVERNMENT ACTIONS

25 Ceylon sets up import controls to offset deterioration in foreign exchange position; proposal to put moratorium on remittance abroad of profits

26 Japan lowers, modifies deposit rates for several imported products; scientific research specimens, nuclear fuels, and certain books exempted completely

INVESTMENT OPPORTUNITIES

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RADER

CERF

BARNS

PENTECOST

NORDEMANN

Exporters to hold

City prepares welcome for hundreds coming in for Sixteenth

"One of the liveliest, most informative sessions ever held" is promised to hundreds of persons planning to participate in the Sixteenth Annual Virginia World Trade Conference on Oct. 15 and 16.

The broad, tree-shaded grounds and facilities of the Hotel Roanoke will provide the setting for this year's conference, sponsored by a score of trade, shipping, industrial, port and transportation associations with the assistance of Virginia local chambers of commerce.

The pleasures of golf, tennis or bridge at the Roanoke Country Club, a tour to Natural Bridge, Va., and a dinner dance with music by Freddie Lee's Orchestra, will be adroitly mixed with conference business on the first day. These will be preceded by a morning panel on "Exporting Virginia's Agricultural Products" and a luncheon address by Alden E. Flory, executive vice president of the Virginia Farm Bureau Federation, Richmond.

Annual banquet

Friday will feature a report to a breakfast meeting on the facilities program of Virginia ports, a workshop on "The Future of Trade with Iron Curtain Countries," a luncheon, a student forum, a reception given by the Norfolk & Western Railway Co., and the annual banquet.

At press time, the program for the Sixteenth Annual Virginia World Trade Conference shaped up as follows:

Thursday, Oct. 15. 9:30 a.m. panel on "Exporting Virginia's Agricultural Products."

Moderator—K. R. Cline, manager, Farm Supply Procurement Service, Southern States Cooperative, Inc., Richmond.

Panelists—C. T. Barns, supervisor of market expansion, Virginia Department of Agriculture, Richmond; Derwood Whitmore, sales manager, Rockingham Poultry Marketing Cooperative, Broadway; Spencer Adams, export manager, Virginia Chemicals and Smelting Co., Norfolk; and R. M. Munro, commercial officer, British Embassy, Washington.

First luncheon

12:30 p.m. luncheon. Speaker—Alden E. Flory, executive vice president, Virginia Farm Bureau Federation, Richmond.

2:15 p.m. Golf, tennis or bridge at the Roanoke Country Club.

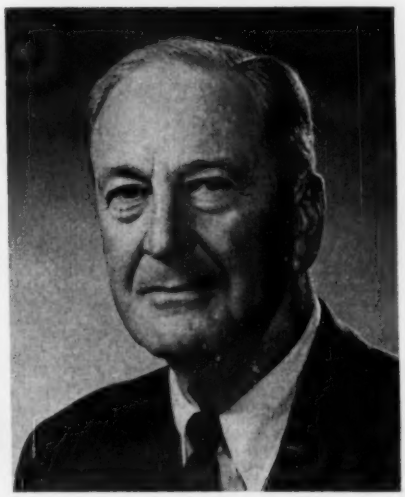
2:30 p.m. Tour to Natural Bridge.

6:30 p.m. Reception.

7:30 p.m. Dinner-dance. Music by Freddie Lee Orchestra.

Friday, Oct. 16. 8:00 a.m. breakfast—"Facilities Program," a report to the World Trade Committee of the Virginia State Chamber of Commerce by Admiral David H. Clark, executive director, Virginia State Ports Authority, assisted by VSPA staff. (All conferees invited.)

GREENE



CLARK

SCHNELLBACHER

Roanoke meeting

Annual Virginia World Trade Conference, Oct. 15-16

Conference Sponsors

- Hampton Roads Foreign Commerce Club
- Hampton Roads Maritime Association
- Norfolk Marine Terminal Association
- Norfolk Port & Industrial Authority
- Norfolk-Portsmouth Traffic Club
- Peninsula Ports Authority of Virginia
- Richmond Export-Import Club
- Virginia Highway Users Associaton
- Virginia Peninsula Industrial Committee
- Virginia Pilot Association
- Virginia Railway Association
- Virginia State Chamber of Commerce
- Virginia State Ports Authority
- Women's Traffic Club of Norfolk-Portsmouth

—with assistance of Virginia local Chambers of Commerce.

9:30 a.m. workshop—"Future of Trade with Iron Curtain Countries."

Moderator—Michael M. Mora, general manager of the Norfolk Port and Industrial Authority, Norfolk, Virginia.

Panelists—Jay H. Cerf, manager, Foreign Commerce-Foreign Policy Department, U.S. Chamber of Commerce, Washington, D.C.; Benjamin Nordemann, vice president, Continental Grain Co., New York City.

Second luncheon

12:30 p.m. luncheon. Speaker—James R. Greene, senior vice president, Industrial Division, Manufacturers Hanover Trust Co., New York.

2:30 p.m. student forum. Presiding—Forrest E. Keller, Graduate School of Business Administration, University of Virginia, Charlottesville.

Moderator—E. E. Schnellbacher, assistant director, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C.

6:00 p.m. reception, courtesy of Norfolk & Western Railway Co.

7:00 p.m. annual banquet. Presentation of Hampton Roads Foreign Commerce Club Award.

Speaker—Dr. Louis T. Rader, vice president and general manager, Industrial Electronics Division, General Electric Co., New York.

Dr. Rader will present the Hampton Roads Foreign Commerce Club Award to Larry E. Pentecost, general manager, South Atlantic Division, United States Lines Co., Norfolk.

FLORY

CLINE

IN A CEREMONY ON THE WHITE HOUSE LAWN, President and Mrs. Johnson welcome President Diosdado Macapagal of the Philippines on a state visit.

Two leaders look ahead

President Johnson, Macapagal of the Philippines see friendly relationships continuing

By JAMES ROURKE

Staff Writer

President Diosdado Macapagal of the Philippines whirled toward the end of his official state visit to the United States this week, trailing declarations of faith in the bonds between the U.S. and the Philippines and confidence that their trade problems would be resolved amicably.

It was a philosophy of optimism for U.S.-Philippine relations that also was heard in the White House, where President Johnson twice received Macapagal for discussions that included trade agreements between the two nations.

On the eve of the Philippine executive's departure from Washington, where he spent two days on his 12-day tour, the White House issued a joint communique on the talks. It made these points:

President Johnson "pledged American support for worthy projects contributing to the economic development of the Philippines," including Philippine plans for a nationwide electric power generating and distributing system.

The two Presidents "noted the major contribution made by foreign private investment to the development and continued strength of their countries."

They agreed their Governments "should continue their studies of matters relative

to the United States-Philippine Trade Agreement."

President Johnson pointed out that "United States economic relations with the Philippines would be seriously impaired if an enforcement of the Philippine Retail Trade Nationalization Law were to prejudice the position of long-established American firms" in the islands.

To aid victims of recent typhoons in the Philippines, "President Johnson indicated his Government's intention to donate 25,000 tons of grain available under the Food for Peace Program." He also "pledged United States readiness to make available for purchase 100,000 tons of rice deliverable in 1965 to the Philippine Government under Public Law 480, Title I."

The two leaders "looked to developments in the trade between their respective countries and in the world trading community that could assure expanding markets for the leading exports of the Philippines."

They "expressed their confidence that the American and Philippine peoples would continue to benefit" from the "spirit of special friendship and co-operation which has existed" between the two countries over the years.

They "exchanged views of the situation in Southeast Asia and pledged themselves to maintain the unity of commitment and purpose between their countries in defense of the right of the free nations of Southeast Asia to determine their own future."

Electric project

Concerning the electrification project, the communique said:

"The two Presidents noted that one area of particular interest which could bring great benefit to the Philippine people was rural electrification. President Macapagal said that Philippine Government plans envisage the establishment of generating and distribution electric systems in 607 towns and 400 selected barrios.

"President Johnson observed that a team of American experts has arrived in the Philippines and, working with private and public Philippine energy experts, would co-operate in developing plans for this nationwide system of expanding power generation and distribution with its special attention to rural areas."

On the subject of the Philippine Government's land reform program, which Macapagal reviewed during his Washington talks, the communique said:

"President Johnson noted past United States support for Philippine agrarian reform and expressed his hope that American assistance could continue in the future, particularly in the realization of the land reform objectives of the Philippines."

One of the highlights of Macapagal's stay in Washington was a luncheon appearance at the National Press Club. Touching briefly on the history of the Philippines as a U.S. possession, he said:

"American rule and tutelage over the Philippines bolstered our commitment to freedom by giving us the benefit of American experience in the processes of democracy.

"What was even more fortunate is that the United States spread mass education in the Philippines, with American teachers going to and living in far-flung hills and barrios to provide education for the Filipinos. As a result, the Philippines today has the second highest level of literacy throughout Asia and the desire for education has become a passion among the people.

"The value of mass education for our people lies in the truism that the chances of success of a democracy increase in proportion to the level of literacy and learning of the people.

"The result of all these is that the Philippines today is regarded with justification as one of the most stable democracies in the regions of Asia, Africa and South America."

Voices confidence

Macapagal voiced his confidence in U.S.-Philippine relations with these words:

"Following their association for a period of 48 years, until the separation of their political ties in 1946, the United States and the Philippines have come to share common ideals such as freedom, love for peace and the rule of law.

"This sharing of common ideals are ties that bind the two peoples together in a manner stronger than their legal ties before independence . . . U.S.-Philippine relations today are as close and strong as they were during the period of American rule and will remain as strong as ever in the future."

Turning to the Philippine economy, Macapagal said:

"In order to fight poverty, we launched a five-year socio-economic development program based on free and private enterprise to increase production in agriculture, industry and mining, and to increase employment. This program has met with encouraging success during the last 2½ years."

He described his administration's Land Reform Law as "a realistic effort to liberate the Filipino masses from the chains of poverty and misery, open to them the way to a better life and thereby, after centuries of a sense of hopelessness in their life of poverty, enable them to participate in the building of a progressive nation."

In a question-and-answer session after the talk, Macapagal was asked about the impact of increased Philippine tariffs.

"Given the basic and indestructible bond between the two countries, there should be no reason these problems can't be threshed out," he said. "These problems are being worked out now."

Sees mill

From Washington last Wednesday morning, the 54-year-old Philippine president—who is accompanied by his wife on the U.S. tour—traveled to Pittsburgh to see a steel mill. This bit of sightseeing was at his own special request.

Earlier this year, the Export-Import Bank closed an agreement for a $62.3 million loan to build a steel mill on the Philippine island of Mindanao. The $116 million plant, a joint undertaking of the Philippine Government and private investors, will be the largest industrial enterprise in the islands.

Next on the tour schedule were stops in New York (Oct. 8-9), Los Angeles (Oct. 10), San Francisco (Oct. 11-12) and Honolulu (Oct. 13-14). Luncheons, receptions, dinners and visits with civic and trade groups filled the itinerary.

Macapagal's state visit will end in the early hours of Oct. 15 in Honolulu, where it began on the morning of Oct. 3. The Philippine president and his wife arrived in Washington last Monday and were greeted with full military honors on the White House lawn. President and Mrs. Johnson welcomed the couple and rode with them in a downtown parade.

Conferences with State Department officials also were on the Philippine president's program in the capital.

Decimals did it

A gang of delinquent decimal points invaded the pages of this magazine last week and settled in a chart comparing U.S. exports to the Philippines with total world exports to that nation. As a result, some figures in the chart were incorrect.

Figures should have been as follows for these products:

Construction, mining machinery—world total, $8.56 million; U.S. share, $5.76 million; plastics (unfinished products of polymerization and copolymerization)—world total, $4.26 million; U.S. share, $1.22 million; tonics, salves, pills—world total, $3.25 million; U.S. share, $2.16 million; machine tools—world total, $2.58 million; food-processing machinery—world total, $2.31 million.

New network of business links abroad formed

Secretary Hodges tells of help forthcoming from 'EUREECA' as overseas businessmen organize

An overseas network of export expansion council is being established in 12 European cities to help spur U.S. international trade, Secretary of Commerce Luther H. Hodges announced last week.

In the new "businessman-to-businessman" approach, the export councils now being formed in the 12 key commercial centers will be extended later to other continents. Called "EUREECA" (European Expansion Councils of America), the groups are being organized in London, Paris, Brussels, Copenhagen, Stockholm, Frankfurt, Zurich, Geneva, Vienna, Milan, Rome and Athens.

Under the plan, Secretary Hodges said, the government hopes to utilize the knowledge and experience of U.S. businessmen abroad to encourage American manufacturers to go overseas.

Each council will include 15 to 40 businessmen appointed by the Secretary for a one-year term. The overseas groups will work closely with the policy-making National Export Expansion Councils and regional units now operating in 40 U.S. cities.

Hurley trip pays off

Neil C. Hurley, Jr., chairman of the board of the Thor Power Tool Co. and chairman of the National Export Expansion Council, just completed a conference trip to each of the cities. He was accompanied by James G. Morton, Special Assistant to the Secretary of Commerce. The trade promotion plan was discussed with prominent American business leaders throughout Europe. Mr. Hurley also represented the President at a number of Commerce-sponsored Trade Fair openings, while abroad.

Hurley relayed to the overseas businessmen Secretary Hodges' belief that "tens of thousands of manufacturers not currently engaged in exporting could profit by taking a look at prospects abroad." He pointed out that each $1 billion increase in exports means 150,000 new jobs for Americans.

In addition to its efforts to have American businessmen in the field in Europe assist interested U.S. manufacturers in exporting, the Department of Commerce has announced a renewed educational program here to acquaint non-exporters with the specialized services available to them.

Export seminars conducted by N.Y., Connecticut groups

Hold weekly evening sessions on overseas trade techniques

Workshop courses in international commerce are currently being given by the Connecticut State Department of Education, Division of Vocational Education, and New York University's Management Institute, Division of General Education.

In 7 Connecticut cities, the 8-week "Techniques and Principles of Exporting" is being given by the Bureau of Technical Institutes at State technical institutes and their extension centers. Sponsors are the Connecticut Regional Export Expansion Council and the Connecticut Development Commission.

Each session's leader is an expert actively engaged in exporting and the servicing of exporters. Guest specialists give advice and counsel from actual experience in the field.

The introductory workshop is followed by sessions devoted to organizing for export operation, shipping abroad, financing export shipments, marketing and transportation, export transaction, selling and marketing abroad, and opportunities and existing services. **Write:** Lucian Lombardi, Chief, Bureau of Technical Institutes, P. O. Box 2219, Hartford, Conn.

12-week seminar

The New York University seminar, "Selling Your Products Abroad," meets on 12 successive Tuesday evenings in the Statler-Hilton Hotel. It is conducted by Conrad K. Osterman, adjunct assistant professor and former acting manager of the New York field office of the U.S. Department of Commerce.

With guest lecturers drawn from the fields of international sales, marketing and management, the seminar covers organizing for foreign trade, types of foreign operation, locating opportunities, current marketing methods, credit and collection, foreign and American banking facilities, and government regulations and services. Four lectures are devoted to the Common Market and the business, economic and political climate in Europe, the Far East, Africa and Latin America.

Write: Management Institute, New York University, 1 Washington Square North, New York, N.Y. 10003. **Telephone:** SPring 7-2000, ext. 8008 or 8378.

Foreign traders to hear Sec. Rusk New York Nov. 16

Donner speaks at dinner on 18th

Secretary of State Dean Rusk will address the opening session of the 51st National Foreign Trade Convention Nov. 16 in New York City.

Frederic G. Donner, chairman of General Motors Corporation, will address the World Trade Dinner Nov. 18 at the close of the convention.

During the three-day meeting at the Waldorf-Astoria hotel, more than 2,000 business and government leaders concerned with America's foreign commerce will discuss major aspects of foreign economic policy and trends in international business.

The convention, sponsored since 1914 by the National Foreign Trade Council, will be called to order by NFTC Chairman E. S. Hoglund.

George S. Moore, president of the First National City Bank, whose appointment as Chairman of the National Convention Committee was previously announced, will deliver the keynote address.

Vasco Leitao da Cunha, Minister of Foreign Affairs of Brazil, will address the Americas Luncheon; Ambassador John Keith Waller of Australia the Pacific-Asia luncheon, and Ambassador Hubert de Besche of Sweden the Europe luncheon.

Industry leaders speaking at morning sessions will include Joseph V. Charyk, president, Communications Satellite Corporation; A. A. Thornbrough, Massey-Ferguson Limited; Raymond C. Firestone, president, Firestone Tire & Rubber Company, and Curtis G. Benjamin, chairman of the board, McGraw-Hill Book Company.

Principal speakers at afternoon sessions will be Pierre-Paul Schweitzer, managing director of the International Monetary Fund; Representative Hale Boggs (D-La), Member, House Committee on Ways and Means; John Sloan Dickey, president of Dartmouth College; Kenneth Rush, executive vice president, Union Carbide Corporation; Charles B. Baker, president, United States Steel International; Ewan Clague, Commissioner, U.S. Bureau of Labor Statistics, and John H. Adler, director of the Economic Development Institute of the World Bank.

Robert M. Morris, president of the National Foreign Trade Council, will chair the international trade session at which three government spokesmen will appear on the platform with Mr. Baker. They are Eugene M. Braderman, Deputy Assistant Secretary for International Commerce; R. H. Rowntree, Executive Vice President, Export-Import Bank of Washington, and Philip H. Trezise, Deputy Assistant Secretary of State for Economic Affairs.

At the education session, marking the 50th year of this session, speakers with Dr. Dickey will be J. A. Black, vice president, Otis Elevator Company; Professor John Fayerweather of New York University; and William A. W. Krebs, vice president, Arthur D. Little, Inc.

The discussion at the international finance session will be led by Emile W. Amardeil, president of the Bankers' Association for Foreign Trade, heading a panel of commercial bankers.

Panel members at the foreign investment session will be Victor C. Folsom, vice president and general counsel, United Fruit Company; Donald G. Robbins, Jr., vice president, The Singer Company; and Beverly W. Warner, executive vice president, Corn Products International.

Panel members of other special sessions are to be announced later, the Council said.

At a World Trade Dinner ceremony prior to Mr. Donner's address, the 1964 Captain Robert Dollar Memorial Award will be presented to David Rockefeller, president of the Chase Manhattan Bank, for distinguished contribution to the advancement of American foreign trade.

At the final general session, registrants will consider broad recommendations for America's foreign economic policy, to be presented by Robert J. Dixson, vice chairman, Johnson & Johnson International, and chairman of the Convention Declaration Committee. The Declaration will stress the 51st Convention's theme: "World Trade and Economic Development—A Mid-60's Appraisal of Policies and Prospects."

When in Italy, do as Italians do

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

BARI, ITALY—Motorcycle escorts, driving wilder than even Italians normally do, sped ahead of the Cadillac but Ambassador Frederick Reinhardt, down from Rome into the heel of Italy's boot, stretched his long legs comfortably on top of the flip seat, leaned back on the cushions and lazily looked at the sunbaked buildings.

"This economy is mercurial," he said. "Italy after the war was in bad shape, real bad. It had to develop faster than other countries. It is now in a period of consolidation, following a decade of an industrial revolution that has never been duplicated. Now, Italy must add to the effort in the north by gaining jobs in the south."

A few moments later Reinhardt stepped smartly outside into warm morning air, exchanged amenities with officials of the Levant Fair, acknowledged salutes of an Italian honor guard, stood flagpole straight for a rendition of both U.S. and Italian national anthems by a U.S. Navy band and then officially opened America Day at the U.S. Exhibit.

Reinhardt is a diplomat who feels firmly at home on skis, whether they be on water, snow or political turf. He moved fast enough between two U.S. Pavilions, munching on cakes and soybean confectionary in the Agricultural building, for a small Washington contingent to consider a saliva test.

Cardinal-red salvia pushed up in the little park across from the United States Pavilion, overwhelmed only by crimson, purple and yellow banners dropped from neighboring German and French exhibits.

"We sold a tractor today for $20,000," explained Ted Hadraba, Counsellor for Commercial Affairs at the Rome Embassy, speaking under a green canvas, for the permanent exhibit has a patio where branches of linden trees jut into the aisles. "But, more importantly, most exhibitors will set up plans for future operation. We are emphasizing coin operated devices, which are reasonably new to Italy."

Elsewhere on the carnival decorated grounds, an acreage as large as Central Park, there were home mixers from industrial Germany, perfumes of France, delicate porcelain from Albanian fires, silks from Lebanon and foods of 60 nations.

Pepsi-Cola had large stacks of lire to buy visitors a drink from its dispenser. Westinghouse personnel wore "E" Award pins, carried photographs on the wall of President Johnson and Secretary Luther Hodges, who visited these acres a year ago.

Reinhardt, who later held a luncheon for fair officials aboard a U.S. destroyer anchored offshore in the Adriatic Sea, walked the aisles, criticizing usage of English on displays. "What reason does a coin operated machine in an Italian exhibition have for using nickels, dimes and quarters as the way to activate it? What would happen in the United States if an Italian firm demonstrated a unit that required lire to operate? It is almost impudent, certainly a misunderstanding, on our part."

One exhibitor told him, "It gives U.S. prestige to use only the English language. Italians like American products."

The United States Ambassador to Italy frowned, winced, walked straight ahead; then he looked back in disbelief.

50,000 new aerospace jobs seen by 1970 through export growth

Goldy, Braderman at San Francisco meeting outline steps toward improved financing, more aggressive marketing

A San Francisco audience heavily saturated with winners of "E" awards for export excellence last week heard talks on improvements in export financing and new opportunities for aircraft sales abroad.

More than 50 "E" winners were represented on the export committee of the Aerospace Industries Association (AIA),

BRADERMAN

meeting in the Jack Tar Hotel to compare notes with the National Export Expansion Coordinator and the Director of the Bureau of International Commerce (BIC), among others.

Coordinator Daniel L. Goldy promised the industry financing to increase its exports from the current rate of $1.3 billion to $2 billion a year by 1970; BIC Director Eugene M. Braderman cited developments in the Far East and South Asia offering "a broader export horizon" for the industry.

Jet transports

The projected 1970 export level of $2 billion would represent 50,000 U.S. jobs and would be attainable through fulfillment of potential markets for jet transports alone, according to industry forecasts.

American long-range jets dominate world air routes, Goldy noted, but "in the new and growing market for short-range jets . . . U.S. companies are facing much more severe competition in terms of price and performance." He continued:

"It has been estimated that among the airlines which have not yet decided on what kind of jet equipment they will purchase, 60% of the market is in the capital-shy emerging countries. This is why export financing is so important in capturing this portion of the market."

The national coordinator said a comprehensive attack on financing problems will be mounted upon completion—expected soon—of a full-scale review of existing facilities, begun by his office after a meeting in Washington last June.

Signs of progress, he observed, include Eximbank's recently announced policy of delegating increased discretion on short- and medium-term loans to private commercial banks and the Foreign Credit Insurance Association.

An inter-agency task force to evaluate the proposed international aerospace fair at Dulles International Airport has just been established, Goldy announced. The task force will seek to gage the fair's effectiveness in increasing overseas sales, and will look into the sharing of costs by industry and government. Other opportunities for expanding aerospace exports will also be considered.

Opportunities

BIC Director Braderman declared that AIA is on the right track in seeking greater markets—particularly for medium- and short-range craft—in Australia, New Zealand, India, Japan, Pakistan, the Philippines and Thailand. He said:

"Advancing industrialization and agricultural progress in these countries are boosting the potential demand for aircraft that can be used to carry passengers and cargo, to expand aerial medical services, and to advance aerial crop-spraying and aerial mapping—to name but a few possibilities. Economic growth is strengthening the capacity of governments and private enterprises to buy many kinds of aircraft and related equipment. . . .

"Last year, U.S. exports of commercial and civilian aircraft (SITC 734) to these 7 countries amounted to $38.8 million.

GOLDY

In the first half of this year the U.S. industry has already done more than half that much business—$24 million—in the same area . . . (and) the outlook for a good year-end is promising . . .

"I know of two specific cases involving countries in this area where we in the Bureau of International Commerce were able to be of assistance to U.S. firms seeking to sell commercial jets to government-owned airlines. One case required a more realistic look at our export-control regulations to permit U.S.-built jets to land and be serviced in Communist China. The other called for our help in getting a lower interest rate on a loan to a foreign country for the purchase of U.S. commercial jets.

"We hope to increase the effectiveness of our services. We want to do everything possible to help make the sales that can —and should—be made."

Facilities

Braderman urged the industry group to take full advantage of U.S. Trade Center facilities in Tokyo and Bangkok, and also of U.S. exhibitions staged by the Commerce Department at international trade fairs around the world.

He pointed out:

"In the past 6 months, our Bureau of International Commerce has sponsored U.S. exhibitions at six international trade fairs, including one in Osaka. A total of 242 U.S. firms participated, and they made cash sales off the floor amounting to nearly $2 million. This may seem like small peanuts when you consider that a single commercial jet may cost upwards of $7 million, but these 242 firms say they expect their participation in these exhibitions to result in an additional $26½ million in sales—and this is pretty big money."

Young 'Panhandler' scores a success in Latin America

Encouraged by rise in exports, Memphis firm joins London show

A young man from Memphis walked into a rare job when he came home with his college diploma last summer.

His father sent him "Panhandling" through Central America and the Caribbean.

RONALD GILMAN

The result was an export adventure story with a surprise ending which:

Enabled Dad to announce a 55% increase in export sales at summer's end and voice hope of doubling the volume this year.

Prompted him to sign up for next month's London Trade Center show.

Demonstrated to both father and son how the Department of Commerce helps businessmen who want to sell abroad—a demonstration both praised.

Summer salesman

The young man who went south is Ronald Lee Gilman, June graduate of Massachusetts Institute of Technology and student at Harvard Law School this fall. He worked as a summer sales agent for his father, Seymour Gilman, president of Panhandler, Inc., of Memphis.

The firm—founded in 1922 by young Gilman's grandfather—makes oven mitts and gloves for commercial bakers and institutional kitchens, and a mitt-style potholder for the home.

Aside from sales in Canada, where the company began marketing in 1952, exports consisted of "a few random orders from Denmark, Norway and Scotland, generated by trade advertising in bakery magazines," the Gilmans said.

Then came the idea for the Latin American sales trip, the first such effort by the firm. Young Gilman said it came about because his father attended a Commerce Department export seminar under the leadership of the Memphis Field Office staff.

And then? Here is young Gilman's enthusiastic report to International Commerce:

"Dad and Bradford Rice of the Field Office staff began conferring about likely markets. The staff recommended more than a dozen countries—a baker's dozen, appropriately—whose import duties and economic conditions made them prospects for a personalized promotion.

"Travel arrangements were made and, with Field Office assistance, Travel Facilitation Service forms were completed and forwarded to Washington.

"For the benefit of the uninitiated, the TFS forms list the products to be sold and the detailed itinerary. The Bureau of International Commerce tells the embassy or consulate in each country about the impending visit, the dates of stay, the traveler's hotel and the types of trade he wishes to visit.

"This may be over-simplification but I am witness to the fact that it works.

"A local freight forwarder supplied our company with typical c.i.f. costs and the Post Office helped us chart parcel post air and surface rates for possible small sample orders.

Five-week trip

"In five weeks I traveled many thousands of miles and came into contact with scores of businessmen, but my experience with our government's services was basically the same everywhere.

"Typical was my visit to San Salvador, capital of El Salvador. Upon arrival, I telephoned the American Embassy and asked for the commercial section. Melville Shaw, the commercial attache, was immediately at my service with our Travel Facilitation Service report before him.

"He provided a list of potential importing distributors and a list of department stores and bakeries that might be interested in handling or using our products. Then he and his secretary made phone calls to set up appointments for me. This was both generous and quite frankly necessary because I spoke no Spanish.

"The language barrier was no hindrance once the appointments were made because the import managers of every firm I called upon spoke English. The appointments made, I was on my own as a salesman for the company.

Good reception

"Every businessman, without exception, received me kindly and was attentive to my presentation. I 'Panhandled' through Mexico City, Guatemala City, Costa Rica, Nicaragua, Panama, Venezuela, the Netherlands Antilles, Trinidad, Jamaica and the Bahamas. Wherever I traveled I was received courteously, never kept waiting and was evidently well advised about the firms to call upon.

"Expecting, at best, token sample orders, we have opened export markets exceeding our expectations. Our sample orders exceeded $2000—that's a lot of potholders—and we now have enthused distributors to carry on in markets that did not exist for us before June.

"On the basis of such experience, I can say this: The easiest route to export markets starts in a Commerce Department Field Office."

The elder Gilman said his son "brought back some tremendous orders" and the firm is "very gratified" with the results of the trip. As of the end of August, he said, export sales showed a 55% increase in 12 months.

Because of the outcome of the Latin American trip, Panhandler, Inc., signed an agreement to take part in the bakery equipment show at the U.S. Trade Center in London Nov. 3-13.

"We are hopeful of doubling export sales this year through the London show," the elder Gilman said.

Ronald's father undoubtedly can find a certain private pleasure in the fact that Panhandler's mitt-style potholder for housewives is proving popular in foreign markets. He invented it.

Two-week show scheduled in Ivory Coast next year

A two-week show next February in Abidjan, Ivory Coast, will be devoted to home appliances, housewares, food products, furniture, interior decorating, homes and gardens, linens and clothing.

Exact dates were not announced. The show will be sponsored by the Ivory Coast Ministry of Labor and Social Affairs.

Imports quotas for U.S. products in the Ivory Coast are about to be substantially increased. U.S. manufacturers are invited to exhibit directly or through local agents.

Indian Leather Fair Society to hold international fair

The Indian Leather Fair Society will hold its second international fair in Madras, Jan. 25–31, 1965.

Overseas exhibitors are invited to participate along with Indian businessmen engaged in the manufacture of leather, leather goods, finishing agents, machinery for the leather industry or any leather allied products. The Indian Government's Ministry of Commerce has approved the Fair.

Write: the Secretary, Indian Leather Fair Society, Central Leather Research Institute, Adyar, Madras 20, India.

Spring fairs announced

Official participation planned at shows next year in Netherlands, U.K., Japan

Interested in selling industrial gas equipment in The Netherlands? machine tools in the United Kingdom? leisure goods in Japan?

U.S. commercial exhibits at large trade fairs next spring in those countries will give American firms a chance to do this. The three fairs, and dates, are:

The Royal Netherlands Industries Fair in Utrecht, March 9-17, 1965. The U.S. theme will be domestic industrial and commercial gas equipment.

The International Engineering Exhibition in London, April 21-30, 1965. The U.S. exhibit, the largest commercial show ever mounted by the Commerce Department, will center on electronic systems and instrumentation, machine tools and numerical controls, general industrial machinery, industrial components and attachments, and engineering services.

The International Trade Fair in Tokyo, April 16-May 5, 1965. The U.S. exhibit will feature leisure goods and equipment.

The Utrecht fair, one of the largest in the Netherlands, attracts buyers from all over Europe, the United Kingdom and Africa. The U.S. exhibit last year drew an estimated 125,000 visitors from 81 countries.

On-the-spot sales for U.S. firms which had exhibits at the 1963 show totaled more than $800,000.

Good customer

The Netherlands has been one of the U.S.' best customers for many years, and imported over $450 million worth of American products last year. She is expected to become one of Europe's chief suppliers of energy because of the recent discovery of enormous natural gas deposits.

Just a short time ago it was believed that Western Europe had only limited reserves of natural gas, and would have to depend on coal, hydroelectric power, imported oil, and perhaps atomic power for its energy.

But in the canal-crossed farm land of north Holland, drilling crews are now completing the first production wells in what has turned out to be one of the largest gas fields in the world. Some experts are even predicting that finds in the North Sea may eventually rival those in the Texas Panhandle, which presently holds the world's largest known reserves.

> Further information about trade fairs and Trade Center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

The potential market for American-manufactured gas equipment will cover a wide range of products—consumer, commercial and industrial. An immediate market for both consumer and commercial gas-fired space heaters already exists, according to a recent U.S. trade mission (see International Commerce, Sept. 21, page 2).

Expect large audience

Feature attraction of the 1965 Commerce trade fair schedule is the London International Engineering Exhibition, April 21-30.

The 75 American firms participating will constitute the largest commercial exhibit ever mounted by the Department of Commerce, according to trade fair officials.

Industrial products shown by these firms will be seen by 160,000 British engineers, said to be the largest industrial buying audience ever assembled in one place in Britain.

Exhibits will be supplemented by a series of technical seminars which have already generated considerable advance interest from British management.

Theme of the U.S. exhibit will be industrial productivity, chosen on the basis of massive sales opportunities revealed by a 1964 Case & Co. survey of the U.K. industrial market. Purchase plans of British industries surveyed by Case amounted to $782.5 million in 1965 alone.

Products having high volume sales prospects include process controls and instruments, machine tools and numerical controls, general industrial machinery, industrial components and attachments, and engineering services.

British interest in new capital investments have been sparked by British tax policy whose net result is a 30% subsidy through tax reduction on new investment in machinery.

Leisure time

What to do with leisure time is concerning more and more people throughout the world. Japan is no exception, and from April 16 to May 5 next year the Japanese will get a look at several U.S.-made products in this category, including:

Home workshop tools, power-driven hand tools, craft and hobby tools and kits, adult and educational games and leather goods, records and home recording equipment and do-it-yourself hi-fi kits.

Sporting goods and camping equipment, included in the current sporting goods show at the Tokyo Trade Center, will not be included.

The Tokyo International Trade Fair usually attracts some 6,000 buyers.

More information on these three fairs is available from the Bureau of International Commerce, OITP, Department of Commerce, Washington, D.C. 20230.

Machine tool exhibit scheduled in Australia

A machine tool exhibit next summer in Sydney, Australia, will provide American firms with a good chance to sell their products in a growing market.

The July 19-31, 1965 exhibit will cover machine tools, metal-working machines, die-casting machines, wood-working machines, and plastic molding machines. It will be held at the Royal Agricultural Showground.

Machine tools constitute one of the largest U.S. exports to Australia, and the U.S. Consulate in Sydney reports the outlook is for the trade to increase in this field.

Write: the Secretary, Sydney Chamber of Commerce, Machine Tool Merchants Division, Commerce House, 161 Clarence St., Sydney, N.S.W., Australia.

Stockholm

As the official U.S. Representative from the United States to the Stockholm Technical Fair last month, Neil C. Hurley, Jr., Chairman of the National Export Expansion Council told the opening-day audience that:

"The sure way to prosperity and peace is trade. We look forward to increased trade with Sweden, and we recognize that we must buy as well as sell. Secretary of Commerce Luther Hodges has expressed our policy as succinctly as it can be put: Two-way trade, Two-way investment, and Two-way travel. This is the key to the continued economic progress of our nations."

Pictured on this page are a few of the exhibits of U.S. firms at the fair.

WATKINS-JOHNSON CO. products are demonstrated.

TRANSITRON ELECTRONIC CORP. show their wares.

ULTRASONIC Industries (above) and Ampex International demonstrate.

AMBASSADOR Tyler Thompson, left, James G. Morton, Neil Hurley.

TECHNICAL MATERIAL CORP. show transmitter (below).

Hora ends fair

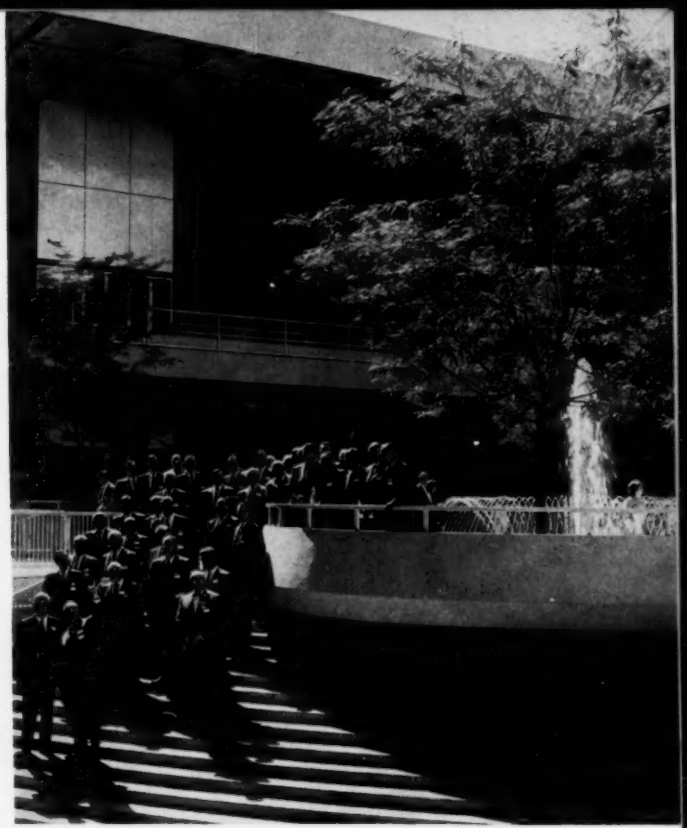
Through the U.S. pavilion doors (left) they came, the curious visitor and the interested buyer. At the end of the two-week Plovdiv fair, some of them danced the traditional hora as a farewell.

Mrs. Eugenie Anderson, American Minister to Bulgaria, stops to chat with visitors (above) in the library of the U.S. exhibit. She later said she was "pleased to observe the interest shown in products of American industries at the fair."

In the bottom photo, one of the Bulgarian-speaking American guides explains how a cart speeds shopping in supermarkets.

Bad weather on the final day kept attendance low at the Sept. 13-27 fair. Predictions were made, however, that the fair will have been visited by more than 650,000 people.

WORLD'S FAIR HONORS of a special nature were accorded the New York firm that won the 100th 'E' in that state. From the left are Kenneth Spang, Carlton Hohloch, Roy Morgan and Arthur Rutzen, with the Unisphere in background.



INSPIRED BY the 'Challenge to Greatness' theme at the U.S. Pavilion at the World's Fair, members of the New York Regional Export Expansion Council posed by a scenic fountain during 'Export Expansion Council Day.'

100th 'E' at World's Fair

New York Regional Export Expansion Council, veteran firm honored on special day

By LOUIS BIRNBAUM
Staff Writer

NEW YORK, N.Y.—Activities of the New York Regional Export Expansion Council and Export Expansion Councils throughout the country were spotlighted here at the New York World's Fair at an "Export Expansion Council" day observances proclaimed officially by the Fair.

The New York REEC, headed by Chairman Kenneth M. Spang, vice president, First National City Bank, held its first membership meeting of the fiscal year at the U.S. Pavilion, and outlined its program and plans for the coming months.

A feature of the day's events was the presentation of an "E" Award for export excellence to a 97-year-old New York firm, Smith, Kirkpatrick & Co., Inc., which became New York City's 100th business organization to receive the "E" award. The "E" was presented at a luncheon on the Fair grounds, by Roy L. Morgan, director, Office of Field Services, U.S. Department of Commerce. He emphasized that the export expansion drive was a dramatic illustration not only of business enterprise, "but of the gains which can be achieved when government and industry work together."

Morgan presented the "E" award to Robert L. Clarkson, Jr., president, Smith, Kirkpatrick & Co., and to Carlton A. Hohloch, vice president and treasurer. Hohloch is a member of the New York Regional Export Expansion Council.

Smith, Kirkpatrick & Co., Inc., was founded in 1867. U.S. equipment sold abroad by the firm includes automatic shrimp processing machinery, Grumman aircraft for crop dusting and spraying, and portable sprinkler irrigation systems. Active distributors represent the company in a majority of 72 countries throughout the world.

Also speaking at the luncheon was Charles Poletti, former governor of New York and vice president, international affairs and exhibits, New York World's Fair Corp. He presented a scroll proclaiming "Export Expansion Council Day" to Spang, who is also chairman of the New York Regional Export Expansion Council.

Poletti commended the Council for its activities and complimented the U.S. Department of Commerce for its efforts in behalf of greater trade. The World's Fair official indicated that exhibitors at the Fair were encouraged by the sale of their products this year, not only to U.S. residents, but to visitors from all over the world.

Ohio tool firm starts with patent on pipe wrench, expands to point of exporting large part of output

Officials of Ridge Tool Co., 'E' winner from Elyria, draw praise for recognizing, acting on overseas sales potential

A unique design for the housing on a pipe wrench was the basis for starting the Ridge Tool Co. at Elyria, Ohio in 1922. Forty-two years later the company, now manufacturing more than 100 tools in 250 different styles and sizes, was presented the President's "E" award in recognition of their success in exporting U.S.-made products.

Company president J. A. Frates, who received the award last month from Peter T. Jones, deputy to the Secretary of Commerce, termed the honor the culmination of a program started five years ago. At that time officials took stock of the company, its products and its future, and decided that the next big growth market for it would be in export trade.

C. H. Ingwer, Sr., chairman of the Board of Ridge Tool, was honored at the same time by the local Chamber of Commerce, when he was presented a citation signed by the chamber and other local industrialists in the export field, recognizing the firm's export efforts.

By 1959, Ridge had achieved one of its original goals with a complete line of quality tools for working pipe, tube and conduit and management began to look in the direction of the next growth phase.

Recognizing the new construction spurt in Western Europe and that emerging economies would require pipe conduit and tubing tools, the company buckled down to get its export program working under a full head of steam.

THAI businessmen see pipe threading demonstration at U.S. Trade Center power tool show in Bangkok.

Establishing communication

The first step was a basic one: establish first class communications between Elyria and the overseas market. To accomplish this Ridge's European distributors were brought to Ohio in November 1959 for a one-week period of intensive study of the plant, its products and its people.

A planned by-product of the trip was the initial knowledge and understanding between company and overseas representatives that was bound to develop. The distributors became acquainted with Ridge Tool personnel and methods of doing business; while Ridge gained valuable information concerning the problems in individual countries and the capabilities of its distributors.

Since that meeting the company has organized a corporation in Panama to provide sales supervision and technical services in major foreign markets; strengthened foreign distributors and agents; concluded a licensing arrangement in Australia; organized sales companies in England and Denmark; arranged for representation at United States Trade Centers and Fairs in Sydney, Bangkok, London and Paris. Sales in Germany jumped from $2,920 in 1961 to $321,919 in 1963, sales in France went from $13,-262 in 1961 to $264,057 in 1963.

Prior to their entry into the export market—at least in an intensively organized way—the use of power equipment for pipe work was little known or utilized. When their power units were introduced to the export markets the advantages to contracting and maintenance crews was quickly demonstrated, and the use of power equipment has expanded widely in Western Europe; and now is also being utilized in many places in the Far East.

The idea of prefabricating threaded, reamed and cut sections of pipe for a predetermined layout—so that the pipe need only be assembled and installed on the job site—was unheard of until recently in the export markets. This idea is now being successfully promoted—particularly in Western Europe—through the use of their pipe machines.

The effect of the program was almost immediately felt. European sales in 1960 increased 43% over those in 1959. The net effect of the many steps taken since 1959 to improve the export business may

be shown by the fact that total export sales in 1963 were 250% higher than in 1959.

The company's increased attention to a promising export market as a predictable source of future growth may eventually pay off with overseas sales representing 50% of the total sales, company officials indicated.

Use trade centers, fairs

One part of the continuing campaign to expand the channels between Ridge and the overseas market is the company's accelerated program of foreign trade show participation. Recently businessmen attending the Portable Power Tools Exhibit at the U.S. Trade Center in Bangkok, were given a pipe threading demonstration of their tools which drew close examination by potential users. Officials of the U. S. Southeast Asia Trade Center said that in addition to the Thai businessmen, local U.S. businessmen as well as representatives of the various branches of the Royal Thai Government, visited the exhibit. The interest shown reaffirmed the company's faith that the direction for growth in the future lies overseas.

The firm has taken advantage of many opportunities offered by the Bureau of International Commerce export promotion campaign. They have exhibited at international trade fairs in Australia and in France, and in the U.S. Trade Center in London. Their agents have exhibited Ridge tools in many other world exhibitions.

Fred B. Sanford, Mayor of Elyria, proclaimed the week in which the award was made "E for Export" week in that city and joined with the Chamber of Commerce and local industrial leaders in recognizing the importance to the area of the additional jobs created by the Ridge Tool Co. and 36 other local firms engaged in export trade.

Exports rise as oxcart, burro give way to speedy jets; four 'E' awards given

Back in the old days, sales executives of the International Telephone and Telegraph (ITT) Export Corp. traveled the wide world over practically any way they could—by boat, oxcart, even by burro in remote areas.

Today, company officials get the job done much more quickly as they circle the globe via jet, introducing radar and microwave systems with navigational and control equipment.

Their export sales last year constituted 81% of the corporation's total sales, thanks mostly to a general acceleration of exports and the acquisition of a large contract for the Manila Airport in the Philippines.

The Export Corp., a subsidiary of ITT, distributes products of 14 ITT-owned and controlled factories in the United States concerned with the engineering design, supply and installation of public and private communications and electric power facilities.

For making a significant contribution to the U.S. export expansion program, the ITT Export Corp. received an "E" award Oct. 1 in New York. Herbert W. Klotz, Assistant Secretary for Administration, Department of Commerce, presented the award to John W. Lienhard, president.

The Commerce Department singled out a port district and two business firms early last week for their efforts to help the export drive.

The San Diego Unified Port District, which operates marine terminals, an air terminal and tideland properties, has carried on a campaign to sell the raw materials of the Southwest in the Far East and Europe. The result has been an increase of more than 200% in export tonnage from the port since 1961.

The Port District has assisted the export drive through innovations in cargo handling and expansion of facilities. It also has encouraged more firms to enter foreign trade.

Clarence D. Martin, Jr., Under Secretary of Commerce for Transportation, presented the award Oct. 5 to Charles C. Hartman, chairman of the Board of Port Commissioners of the San Diego Unified Port District.

On West Coast

The following day, two awards were presented, both on the West Coast.

Tektronix, Inc., of Beaverton, Ore., was honored for substantially increasing its volume of world-wide trade "through establishment of a foreign marketing center, marketing and manufacturing companies, and active participation at overseas trade centers and international fairs."

The company designs, manufactures and sells high frequency oscilloscopes and auxiliary equipment. Its exports have risen 25% since 1961, now representing more than 20% of total sales.

Senator Maurine B. Neuberger (D-Ore.) presented the award to Howard Vollum, president.

Paul Hardeman, Inc., of Stanton, Calif., an engineering and construction firm, entered the international marketplace in 1959 when it built a major highway system for Argentina. Other highway projects in that country followed and caused the company to enter the export market full swing.

Last year, the firm was awarded U.S. Government contracts in the Philippines, Spain, Ethiopia, Pakistan and Australia. Early in 1963, Hardeman received the contract to build the Angat Dam in the Philippines.

Senator Pierre Salinger (D-Calif.) presented the award to Paul Hardeman, president.

Slight mixup

A staff writer for INTERNATIONAL COMMERCE got his names and companies slightly mixed up in last week's issue.

In the story on presentation of eight "E" awards, Armando Riesgo, vice president of the international department of Jenks Metals, Inc., of Miami, was reported as having received the award for Willson International, Ltd., Inc., of Hialeah.

The award to the Hialeah firm was accepted by Marlon E. Willson, president.

Tampa meetings

Ten prominent export managers met recently in Tampa and voted to form the Florida Export Association (FEA).

The meeting, held at the Greater Tampa Chamber of Commerce, produced an agreement on the aims, extent, membership, and general course of action of the association.

The next meeting is slated for October 16 at 2:00 p.m. in the Greater Tampa Chamber of Commerce Auditorium. A lengthy mailing list of invitations will be sent out, but membership is open to anyone actively involved in, or associated with, exporting.

FEA's coverage will embrace the Tampa economic trading area, extending roughly outward from Tampa to a 100-mile radius.

Primary purpose of the group is to exchange information on trade barriers of all kinds, in the manner of other associations such as the World Trade Club in New York and the Foreign Traders Association of Philadelphia.

Papua-New Guinea offers active prospects for U.S. exports

Consumer goods, fuels, oils, capital equipment being imported; increases seen as living standards rise

By EDDIE W. SCHODT
U.S. Embassy, Canberra

A population of just over 2 million natives in an area greater than California is virtually being catapulted from the Stone Age to the Space Age in a matter of decades. This area is the Territory of Papua-New Guinea, about 600 miles off the Australian coast of Queensland.

SCHODT

Consumer demands for manufactured goods are being expanded rapidly in the process. Individually made loin cloths are being replaced by shorts and sport shirts. Outrigger canoes are being propelled by motors. Empty cans are increasingly common beside outdoor cooking fires. One merchant declared there had been a phenomenal increase in the amount of canned food eaten by the natives.

Imports are already valued at more than $58 million annually. Included in these is the whole range of consumer goods plus fuels, oils and some capital equipment. Some individual natives and groups of natives are buying trucks, tractors and automobiles. Substantially more can be expected to do so over the next few decades as living standards improve and the population grows to an estimated 4 million by the turn of the century.

In the virtual absence of local production, except for food, these growing wants must be met primarily through imports.

Prospects for contractors

An almost certain increase in developmental expenditures over the next several decades should provide additional business opportunities for contractors for exporters of construction equipment.

Highways must be built, frequently in difficult terrain, harbors expanded and schools constructed. Merely the movement into export of sharply increased quantities of copra, cocoa and coffee will necessitate additional capital expenditures. Production of tea is just beginning. Expansion is receiving strong official support.

All exporters to the Territory compete on terms of complete equality. There are no preferential tariffs. Use of the tariff to encourage domestic manufacture is just beginning; inherent limitations to its rapid expansion are evident.

Political stability has been the rule. The caliber of the native members recently elected to the Assembly and the solid foundation laid by the Australian Administration both augur well for the future. The Territory is in the unique position of being launched on the path toward independence, if it so chooses, with a complete absence of the usual tensions between the natives and the administering power.

More could be sold

U.S. products are being sold in the Territory. These range from canned goods to cameras to clothing. Much more could be sold, however. Australian goods dominate the market. In many instances their only advantage is proximity and familiarity. They also benefit from regular shipping services.

U.S. goods must be transshipped at Hong Kong, Autsralia and other places. Additional handling charges frequently raise landed costs as a result.

But U.S. goods are being sold despite these handicaps. Active promotion could increase the amount. Promotion now could lay the foundation for sharply increased sales later on. Native preferences are being formed now for consumer and capital goods which will be imported increasingly in the near future.

Imports must grow. Action can assure that the U.S. share will grow absolutely and proportionately.

These conclusions are based on a rapid 10-day swing through several of the major rural and urban centers of the Territory.

the author

Chief of the Economic Section, U.S. Embassy, Canberra, Australia, Mr. Schodt has been with the State Department since 1946. With proficiency in the Norwegian language, he served in Oslo before assignment to his present post in 1960.

Georgia mission in Western Europe to spur U.S. sales

Will provide State's products, foreign investment in Georgia plants, use of ports, tourism

A trade mission organized by the International Service of the Georgia State Department of Industry and Trade, and approved by the U.S. Department of Commerce, left October 7 for Western Europe to sell U.S. goods and to promote foreign investment in Georgia.

Just before its departure, the group of Georgia business leaders was briefed in Washington by foreign trade specialists from the Department's Bureau of International Commerce.

Mission members were told that U.S. exports to European Common Market countries have increased 80% since 1958 and that exports to member nations of the European Free Trade Association also are up. But, they were cautioned, energetic salesmanship is needed to maintain this market because competition is growing with expansion in the dynamic European countries.

The Georgia Mission will go to London, Paris, Brussels, Dusseldorf and Switzerland and will return to the United States October 28.

Members are paying their own expenses. They include E. W. Mann, Jr., president, Rainbow Manufacturing Co., Fitzgerald; Don C. Wells, president, Magnolia Plastics, Inc., Chamblee; John B. Tuggle, executive vice president, C & H Air-conditioning Fan Co., Atlanta, and Mrs. Virginia Algood, Chief of the IS Division of Georgia's Department of Industry and Trade.

Mrs. Algood, who is the Mission coordinator, says the group will try to win European customers for such Georgia export products as commercial irrigation equipment, custom formulated plastics and metal and wire working products. The Mission will also explore the potential for expansion of foreign investment in Georgia plants and facilities, promote increasing use of Georgia Port Authority facilities and seek to interest Europeans in the State's tourism industry.

Georgia is the fourth State to qualify under the Commerce Department's criteria for industry-organized, Government-approved trade missions.

El Salvador continues to register economic gains with sales activity, exports at near-record levels

Favorable conditions attributed to steady construction activity, businessmen's confidence in nation's economy

Business in El Salvador during April, May and June was better than in the first quarter of 1964, with very little slack in sales activity, according to businessmen and merchants.

Business conditions have been constantly improving since the fourth quarter 1962.

Most sources attribute the favorable conditions to steady construction activity and the country's growing industrialization. Employment and income are relatively high, and most businessmen are confident that conditions will remain good in the immediate future.

Investment pace unabated

The pace of industrial investment continued unabated during the quarter. According to figures of the Department of Economic Promotion of the Ministry of Economy, 52 firms comprising new investments totalling $13.4 million, and furnishing employment for approximately 3,900 persons were granted benefits under the Industrial Development Law.

These firms will produce a wide variety of commodities—textile products including clothing, steel tanks, pipes, bus bodies and truck chassis, galvanized iron sheets, paper products, various assorted plastic items (including pharmaceutical containers), and metal containers.

The Agency for International Development also approved a $5.2 million loan to Financiera de Desarrollo e Inversion, S.A., a newly-formed private development bank. The bank's capital of $1 million will be raised locally, and the par value of the shares will be low in order to encourage widespread ownership. The new bank hopes to begin operations before the end of the year.

Large coffee exports

Exports during the second quarter were valued at $64 million, bolstered by unusually large coffee shipments in April coupled with higher coffee prices during the quarter. This was exceeded only by export values in the first three months of 1957.

Imports also continued to climb toward a new annual record, reaching a total of $48 million for the quarter and bringing the value of imports for the first six months of 1964 to an impressive $86 million.

Since the latter half of the year is traditionally the big import period, it is fairly certain that 1964's total will far exceed 1963, a record year. Based on the first six month's performance, it is already running about 25% ahead of last year. Although statistical data is lacking, it is believed that much of the growth of the import trade, as well as exports other than those of the traditional coffee and cotton, are with other Central American common market countries.

Preliminary estimates indicate the 1964-65 coffee crop is going to be about 5% higher than this year's crop despite the fact that normally this would be the "low year" in the production cycle.

Excellent weather for crops

Weather conditions to date have been excellent, and there has been very little insect or disease damage. In addition, with the prevailing high world price for coffee, producers are using more fertilizer and generally improving their methods of cultivation. If this production estimate is realized, El Salvador will have a surplus of about 300,000 bags over domestic consumption and exports under the International Coffee Agreement quota during 1964-65. Exports during 1963-64 are expected to total 1.66 million bags of 60 kilograms.

Lint cotton production during the upcoming season still is expected to be as high or slightly higher than the record crop of 73,000 metric tons produced during 1963-64. Exports during the present crop year are estimated at about 64,000 tons, a slight increase over the previous year. Japan continues to be El Salvador's main market for cotton, taking over 90% of total exports.

In late July, the Government released 10,000 tons of the 1965 sugar crop for sale on the world market. Officials estimate that there will be an additional surplus of 50,000 tons available for export as the result of a record production in 1965. Producers hope most of the later sugar can be shipped to the U.S.

International reserves rise

Because of higher prevailing coffee prices and an increase in the coffee export quota, which brought in increased earnings, El Salvador's net international reserves continued to rise during the quarter rather than to follow the normal seasonal decline. Reserves rose steadily week by week until the peak figure of $69 million was reached during the second week in June.

By the end of July they had leveled off at about $68 million. This latter figure was approximately 36% higher than that of a year earlier.

Government revenues for the first six months totalled $47.7 million, compared with $40.9 million during the corresponding period of 1963. Increased tax collections were responsible for the rise in Government revenues, and receipts from this source rose from $37.7 million in the first half of 1963 to $45.4 million for this January-June period.

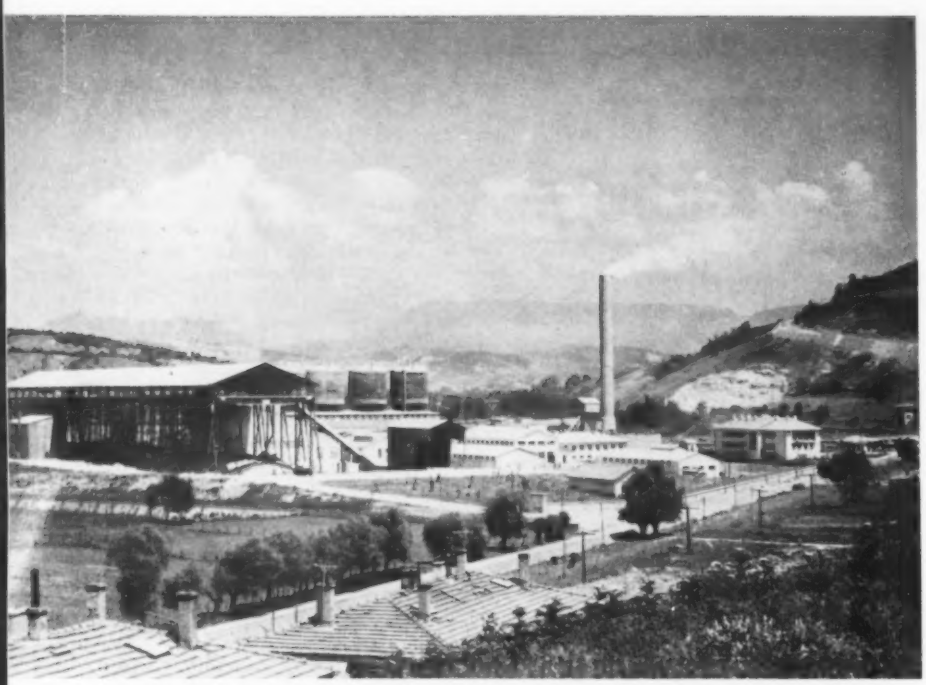
Because of the rise in coffee prices and a supplemental increase in El Salvador's coffee export quota for the 63-64 crop year, the Government is reaping an unexpected windfall in revenue from exports. By June 30, a total of $9.12 million had already been collected from this source, whereas estimated revenue for the entire year totalled only $9.28 million.

Government expenditures for the first half of 1964 totalled approximately $35.4 million compared with $33.8 million for the same period of 1963.

International book fair scheduled in Jerusalem

The second International Book Fair will be held April 4-15 at the Convention Hall in Jerusalem.

The fair is held to increase readership of foreign publications and to make agreements easier under which foreign books are published in Israel. It is open to official institutions, public bodies and private publishing houses.



CEMENT CLIMBS upward, continuing its steady expansion to meet Turkey's demand; plants are constructed to produce these materials locally as measures are taken to improve the economic situation.

Fiscal measures help Turkey offset recession during 6 months of sluggish commercial activity

Prospects for major export crops, reduction in trade deficit, substantial new petroleum discoveries brighten economic picture

The Cyprus problem cast a shadow over Turkish commercial and economic activity during the first six months of the year, and the Government of Turkey used financial and fiscal measures to offset the recession.

In the first half of 1964, government revenue fell, domestic trade was sluggish, business inventories rose, and a general scarcity of credit was reported. Tourism was behind 1963 totals. On the other side of the ledger, the trade deficit has been reduced, several major export crops had excellent prospects, and some substantial new petroleum discoveries were announced.

To prevent the current slowdown in business from developing into a full-scale recession, the Government moved to increase materially the ability of banks to make loans. At the same time, it provided additional credits for crop purchasing operations of the agricultural marketing organizations. It also set out to concentrate expenditures in the third quarter of 1964.

Regarding the development program, the Government has indicated that it has done everything possible to implement its first Development Plan (1963-67). Latest figures indicate that in 1963 the Gross National Product increased by 7.5%, a growth larger than the target rise set forth in the Development Plan.

Customs schedule revised

In accordance with the aim of general reorganization and development, the Parliament passed several measures aimed at improving the Turkish commercial and economic situation. Among these were a complete revision of the Customs Tariff schedule and several additional tax measures. Progress toward drafting a basic land reform bill also was made while a committee began operations under the provisions of a recently enacted Law on the Reorganization of the State Economic Enterprises.

The Turkish and Israeli State Planning Organizations reached an agreement for the exchange of experts in the field of economic development. It was anticipated that this move would materially aid the Turkish agency in the formulation of the second five year plan now under consideration.

At the recent Turkish Aid Consortium pledging session, the U.S. announced dollar loans totaling $29.3 million would be granted for specific development projects to Turkey.

Several industrial indicators showed an upswing. Production of coal and cement continued their steady expansion to meet domestic demand, while the output of other products recovered from the first quarter slump and attained normal levels.

Petroleum discoveries promising

During the second quarter, substantial petroleum discoveries were made. Both the Sheel and Mobil companies have received promising results from recently drilled wells in Southeastern Turkey, and each is continuing drilling operations in order to further delineate the new fields. The quality of oil discovered has excellent characteristics for the Turkish market with its high demand for kerosene and gas oil.

The new discoveries have produced general optimism that domestic production can be materially increased within the next few years. Already, domestic crude oil production during the first half of 1964 totals 405,000 metric tons, a 26% increase over last year. Based on this performance, the 1964 Development Program target of 864,000 metric tons of domestic crude should be reached without difficulty.

Turkish second quarter export earnings picked up to a level of $71.2 million, compared with $49.8 million in the comparable 1963 period. However, due to earlier sluggishness, midyear exports were still 2.7% below those of 1963. Imports totaled $293.9 million, down 7.7% from last year. The U.S., still Turkey's largest supplier, had 29.8% of the market, almost identical with the previous year's 29.7% share.

Major import categories showing declines were fertilizers, textiles, transportation equipment, pharmaceuticals, rubber and products, metals and chemicals. Fats

and oils, petroleum, paints and dyes, boilers, and machinery all increased. The overall trade gap at midyear 1964 was $124.2 million or 13.7% less than a year ago.

Last July, new regulations governing Turkish exports and imports and the 13th Import Program (covering imports for the last half of 1964) came into effect. The new regulations constitute a significant liberalization in reducing export items requiring licensing or registration, but the trend has been away from import liberalization.

Approximately 30 items were removed from the Liberalized List and added to the list of goods whose import is subject to allocation. In addition, the Liberalized List has been divided into two parts, one requiring a guarantee fee of 70% and the other a guarantee fee of 100%. Imports on the Liberalized List can be made only against letters of credit, imports against documents and goods no longer being permitted.

Tariff rates increased

A complete revision of the existing tariff schedule was also undertaken, with most of the rates being increased. Besides the purely financial objective of raising additional revenue for the budget, the long-run objectives are to encourage the establishment of domestic industry, protect the already-existing industries, and prepare the local basis for eventual integration into the European Common Market.

Recent U.S. private industry investment projects include the Beloit Corporation's filing a formal application with the Foreign Investment Encouragement Committee for the establishment of a Kraft paper and pulp mill, and the visit of representatives of American Motors to make a preliminary survey of opportunities to produce or assemble cars in Turkey.

The U.S. Royal tire plant was officially dedicated recently; Coca Cola and Pepsi Cola are rapidly nearing the local production and distribution of their products; and General Electric has received official approval to go into partnership with a Turkish company for the production of cooling units and other electric motors of under one horsepower.

The agricultural outlook has been boosted by favorable forecasts in several important sectors. Although the cereal crop is down from the 1963 record crop, record production prospects were seen by midyear for the three major export agricultural crops, cotton, tobacco, and filberts. These three commodities alone account for over one-half of Turkish foreign exchange earnings.

During June an agreement was signed between Turkey, Greece, and Australia, fixing the export prices of Sultanas (raisins). Although the duration of the pact is two years, these three major suppliers agreed that the price level will be reviewed annually.

Workers move to Europe

The movement of Turkish workers to Western Europe continues. At the end of the first six months, the Government Employment Service had sent out a total of 32,525 workers. This total already surpasses the figure for the whole of 1963 (30,238). As during 1963, the great majority of these workers went to Germany, followed far behind by Belgium and Austria.

The Government has passed a series of laws designed to encourage these workers to convert part of their foreign exchange earnings into Turkish bank deposits. Based on these deposits, the workers would be able to borrow additional amounts at low interest rates for personal housing or for the establishing of small businesses. It is hoped thereby to attract large amounts of foreign exchange into official channels.

The Istanbul Summit Conference of the heads of Governments of Turkey, Iran, and Pakistan in July was of possible long-run commercial and economic significance. The joint communique issued following the meeting emphasized the desirability of regional economic grouping and cooperation in the economic and cultural spheres. A regional planning committee was established to harmonize national development plans and to work on joint multi-purpose projects and long-term purchase arrangements.

A series of working groups also was established to work on regional aspects of specific economic fields.

RECORD PRODUCTION figures are anticipated for this year's cotton crop—one of Turkey's three major export agricultural products—and the farmer above sets out for the market with his goods.

Moderate duties, few restrictions in Trinidad-Tobago's developing market attract U.S. exporters

Growing opportunities to export various U.S. consumer goods, industrial equipment draw firms into prosperous island trade

The 1,978 square miles of real estate situated in the Caribbean Sea, the Dominion of Trinidad-Tobago, is attracting the attention of a growing number of Americans.

The lure for these Americans is not the sun-drenched beaches, the tropical nights or the enchanting calypso beat for which the islands are well known, but the growing opportunity for export of a wide variety of U.S. consumer goods and industrial equipment in this developing market.

While Trinidad-Tobago is a small market of less than one million inhabitants, it is prosperous and rapidly developing. Per capita annual income ($515) is among the highest in the Western Hemisphere and few economies in the world have a greater orientation towards international trade as indicated by the fact that more than 60% of the gross domestic product enters into international trade.

It is a relatively open market with moderate import duties and few other restrictions. Import licenses are required for a few goods locally produced, but duties are moderate and there are no exchange restrictions. Consequently a very wide range of luxury goods and other consumer products are imported into this market.

Oil leads imports

Total imports in 1963 reached a peak of $379.9 million, but since $174.0 million of this represented crude oil imports refined on the islands and then reexported the market for imported goods consumed in the country amounted in effect to $205.9 million. Of this later figure, machinery and transport equipment represented 37.8% of the total; manufactured goods classified chiefly by material, 25.8%; food, 22.8%; chemicals, 7.4%; beverages and tobacco, 1.8% and other imports, 12.1%.

Since 1951, U.S. exporters have steadily increased their share of the market from 11.8% of the total in 1951 to 29.3% in 1963. About 28% of all food imports, 20% of the beverage and tobacco, 25% of the inedible crude materials, 20% of the mineral fuels and lubricants, 6% of the vegetable oils and fats, 20% of the chemicals, 26% of the machinery and transport equipment and 23% of miscellaneous manufactured goods imported into the islands is supplied by the U.S. In 1963, this totaled $63 million dollars.

Principal U.S. exports in 1963 in millions of dollars were:

Machinery (other than electric), $15.4; electrical machinery, apparatus and appliances, $4.1; iron and steel products, $2.8; chemicals $2.8; wheat flour, $2.5; meat (fresh, chilled or frozen), $1.8; animal feeds, $1.7; textile fabrics (woven, other than cotton) $1.5; and cotton fabrics (woven), $1.4.

U.S. share grows

Some factors contributing to growth in the U.S. share in recent years are liberalization of sterling area exchange restrictions; and growth of manufacturing industries—much of it representing U.S. investment—tends to favor imports from the U.S. of capital equipment.

Import duty exemption granted to capital imports by new industries in effect eliminates the tariff preference enjoyed by Commonwealth countries for these products. This tariff preference for Commonwealth imports averages between 10 and 15% ad valorem.

The rapid growth of purchasing power, which has placed Trinidad-Tobago in the range of countries such as Italy and Ireland with respect to per capita income, and the development of a middle class has greatly increased the demand for the more sophisticated consumer goods available from the U.S.

The purchase by a U.S. petroleum company (Texaco) of a major oil producing and refining company and subsequent large scale expansion of these facilities has resulted in significant capital imports from the U.S.

Trinidad-Tobago adheres to the British preferential tariff system established by the Ottawa Conference of 1932. Under this system Commonwealth imports enjoy duty rates which, on the average, range from 10 to 15% below the general rates. Trinidad-Tobago is also a member of the General Agreement on Tariffs and Trade (GATT).

The U.S. by virtue of its participation in GATT is accorded most favored nation treatment, but GATT recognizes the preferential system extended to Commonwealth nations.

Export earnings and outlook

Exports have expanded rapidly with the growth of the petroleum industry and this has, of course, provided the foreign exchange for a significant increase in imports. Total exports in 1963 amounted to $372.7 million, of which crude and refined petroleum products accounted for 82.2% of the total. Sugar exports accounted for 7.3% of the total, cocoa beans for 1.3% and chemical fertilizer for 1%.

Other exports of the island's economy are rum, asphalt, coffee, bitters, citrus fruits and juices, bananas and coconut oil. While export earnings are expected to increase at a slower pace in the future, they are expected to finance a continued moderate increase in imports.

Swiss chemical firm penalized under Export Control Act

Loses export rights temporarily for illegal transshipment of DDT

The Swiss chemical importing and exporting firm of Pechiney Progil Overseas, S.A. and two of its officials have lost U.S. export privileges temporarily as a result of illegal transshipment of U.S. DDT to the Soviet Union.

Under a consent order of the Bureau of International Commerce, the Pechiney firm, which has offices in both Geneva, Switzerland, and Lyons, France, is denied all U.S. export privileges for a period of 30 days and placed on probation for the balance of six months. The same sanctions are provided for Enno Krogman and G. Duparc of the firm's Geneva office, except that Duparc's probation period will start after 15 days.

The order, which became effective October 1, also imposes unusual probation conditions in requiring Pechiney Progil Overseas to instruct its employees who handle U.S. exports about their responsibilities under the U.S. Export Control Act, and to furnish periodic reports to the Bureau of International Commerce on the progress of this educational program. Violation of the probation conditions by the respondents or their employees can result in a denial of export privileges for five months.

Respondents were charged with participating in a 1962 transshipment of 2,900 tons of U.S.-origin DDT from Antwerp, Belgium, to Russia. DDT was at that time generally available to the U.S.S.R., and was not considered a highly strategic item. However, the transshipment violated restrictions set forth in the shipping and export clearance documents furnished to respondents by the U.S. exporter of the pesticide.

Tariff Commission inquiry directed at glass imports

The Tariff Commission is investigating importation of window glass, 16 oz. through 28 oz. thickness, from Czechoslovakia after receiving advice from the Treasury Department that such imports are being or are likely to be sold in the U.S. at less than fair value.

The investigation was instituted to determine whether an industry in the U.S. is being or is likely to be injured or is prevented from being established by importation of this merchandise.

No hearing has been ordered. Interested parties may, within 15 days after the date of publication of this notice in the Federal Register, request a public hearing, stating reasons for the request.

Written statements must be filed not later than October 30.

Singapore relaxes curbs on mild steel bar imports

The Government of Singapore has announced that, effective October 1, quantitative restrictions on the import of mild steel round bars from any country will be applied to bars of the following sizes in inches only: 3/8, 1/2, 3/4, 5/8, 7/8, 1 and 1-1/8.

Quotas will be restricted to 60% of an applicant's proven imports for 1963. Specific Import Licenses are required for other sizes, but will be issued without quota restriction. Import of milimetre sizes of mild steel round bars is still prohibited.

Favorable signs in Tunisia's economy point to increased sales of U.S. goods in 1964

Prospects for increasing U.S. exports to Tunisia during the next few years appear favorable.

On the basis of firm commitments made under Agency for International Development program loans, U.S. sales should increase to $35 million in 1964, 30% higher than in 1963, with further progress likely in the years immediately following.

During the early part of 1964, the Tunisian economy continued its progress in mineral extraction, exports, and industry, but encountered some difficulties which resulted from adverse agricultural production and marketing conditions. The country began the year with a considerably increased industrial capacity, due largely to the high rate of investment which occurred during the first two years of the current Three-Year Development Plan.

Investment in 1963 was nearly 22% of GNP and was financed in part by a considerable credit expansion. As a result, the amount of money in circulation and the price level have been increasing during the last 18 months.

Emphasis on industry

Industrial expansion will continue to receive primary emphasis under the Four-Year Plan (1965-68), currently under preparation. Two poles of industrial development are envisaged. Bizerte will probably become a free trade area or at least an industrial park, with the El Fouladh steel plant, currently under construction, as the center of a group of consumer industries.

The second pole will be in the south, presumably at Gabes, with a projected fertilizer industry as its hub. Much of Tunisia's new construction will probably require U.S. procurement, and may create new export opportunities.

Tunisian factories which recently began operations include the Kasserine esparto pulp plant. The Societe Tunisienne des Industries Laitieres has begun packing dates (1,500 tons per year) and is studying cold storage possibilities. The Societe Tunisienne des Fibres Textiles has started to manufacture jute bags; the El Athir Company has been set up for the assembly of radio sets and El Nasr for the production of razor blades.

The phosphate industry in Sfax is expanding; the SIAPE triple phosphate factory is producing at the rate of 155,000 metric tons a year, and the new NPK Engrais plant is likely to start producing a similar quantity by the end of the year. The STIR oil refinery at Bizerte is now operating at a 600,000 metric ton annual capacity, which is sufficient to cover almost all of Tunisia's needs in liquid fuels.

Mineral output is also expanding. Phosphate rock production for 1964 is expected to reach 2,500,000-2,600,000 metric tons compared with 2,365,000 metric tons in 1963.

In contrast with industry and mining, agricultural prospects for 1964 are not good. Prices for olive oil, which generally accounts for at least 20% of the value of exports, have fallen because of a world surplus. Wheat and barley production will probably be below average due to a lack of rainfall in the spring. Although wine sales, mainly to France, were maintained during the early part of 1964, marketing may become a problem later this year.

France has indicated its intention not to renew the Franco-Tunisian trade convention of 1959. Tunisia will be deprived of the benefit of a quota for the export of its wine. In return it will cease to grant France tariff preferences, and imports from France will be brought within the general procedure of quantitative controls which applies to U.S. goods. (To help offset some of the effects of the French action Tunisia devalued its currency by 25% on September 28. The new dinar is worth $1.90.)

Trade statistics indicate that the level of Tunisian exports during 1964 may reach $144 million compared with $127 million in 1963. Imports are expected to rise to $269 million from $225 million in 1963.

AID loans help sales

U.S. sales to Tunisia are expected to increase to $35 million in 1964. Since 1962, AID has granted loans worth $37.5 million to Tunisia for the purchase of U.S. products. By granting favorable credit terms, AID creates an opportunity for introducing U.S. goods into the Tunisian market, but short run U.S. export prospects will depend heavily upon implementation of these loans.

Currently, opportunities exist under the AID program for the sale of U.S. agricultural, earthmoving, and transportation equipment; tires; refrigeration equipment; household appliances; and fabrics, especially synthetics.

Panama's economy holds its own despite uneven business activity

Severe handicaps created by political developments fail to restrain strong performance of many economic sectors

Momentum generated by Panama's prosperity in 1963 appears to have proved sufficiently strong to maintain most sectors of the economy through the first half of 1964, despite severe handicaps created by political developments associated with the May elections during that period.

Banking, businesses depending heavily on tourist or Canal Zone residential trade, and trade in certain more expensive wholesale and retail lines, showed only limited, if any, improvement as the result of political developments.

The difficulties in these sectors, however, so far have not seriously restrained activity in other areas. The strong performance of many sectors of the economy, despite the lengthy break in diplomatic relations with the U.S. and the effect of the Presidential election campaign, surprised many observers, and is now helping to restore lost confidence.

With the political situation now relatively stable, there are indications that the overall economy is capable of maintaining present levels until the impetus for expansion can again be developed.

Finances improve slightly

Ordinary receipts and expenditures of the Government through June reflect a slight improvement over the position on June 30, 1963, hardly enough to be encouraging in that a final deficit of $8.4 million was incurred in the ordinary budget for the past fiscal year.

For the current fiscal year, beginning last March 1, ordinary receipts through June totaled $24.1 million, while ordinary expenditures reached $27.6 million, leaving a deficit of $3.5 million for the first four months of the fiscal year. The deficit for the comparable period of 1963 was $4.0 million. Considering that the Government's obligations to the Social Security Funds are not included in the ordinary budget this year as they were last, the gain of only $0.5 million is even more disappointing.

The effect of first quarter political developments on local banking operations is sharply reflected in the latest consolidated banking statistics, i.e., those of March 31. Private deposits (excluding interbank deposits) had dropped by almost $22.2 million compared with December 31, 1963. The bulk of the decline was accounted for by a drop of $17.1 million in demand deposits.

The dollar value of deposits was almost equally divided between nationally-controlled and foreign-controlled deposits. In terms of percentage, however, foreign-controlled demand deposits were down over 40%, as opposed to a drop of only 16.5% in similar locally-owned deposits.

Exports seen rising

While only fragmentary information is available, there are strong indications that Panama's chronic visible trade deficit was somewhat narrower at the end of the first half of 1964 than it was at the same time in 1963. Although some ground was lost during the second quarter due to the effect of a strike on banana exports, total exports for the first half of 1964 are almost assuredly ahead of first half of 1963.

Shipping sources contend, on the other hand, that imports, exclusive of crude oil, declined noticeably in the latter part of the second quarter after a normal first quarter. Reports of slow sales in certain wholesale and retail lines with the resulting decrease in inventory replacement orders support this contention.

With notable exceptions, second quarter activity in a substantial part of Panama's business community appears to have been carried on at levels comparable to the high levels of activity experienced during the same period of 1963. Major exceptions were in those sectors of the business community heavily dependent on tourism and Canal Zone trade where the situation was only slightly improved over that of the extremely poor first quarter.

Automobile agencies, dealers handling large machinery and equipment construction supply firms, and merchants handling large household appliances and other similar relatively expensive consumer durables also encountered difficulties during part of the quarter.

Several large department stores, however, report overall sales for the quarter exceeded those for the same period of 1963, and continued to be good in July. In one instance, this was accomplished in part by increased advertising and promotion, as well as some price cutting, with a resultant narrowing of the normal profit margin.

Construction slows down

From all indications, construction activity slowed down appreciably in the latter part of the second quarter, after an outstanding first quarter. Most trade sources expressed considerable concern over the outlook for construction for the balance of the year.

A number of firms handling construction and building supplies noted a very sharp decrease in sales in the latter part of the second quarter. Local industries producing construction materials reported similar experiences. First quarter sales, on the other hand, were excellent. It is also understood that architects have very few significant projects on the boards, with the exception of some large projects being contemplated for early 1965. No downward trend has apparently yet developed with respect to construction of private housing.

Tourism undoubtedly was one of the sectors hardest hit by the January disturbances and the break in diplomatic relations, and the situation did not improve much during the second quarter.

Tourism hit hard

Unfortunately, schedules for the next year's "season," which have already been drawn up, exclude Panama. Repeated attempts by Panama's Tourist Commission and by private tourist agencies to have these schedules changed have so far met with no success.

The major tourist hotels reported very low occupancy during virtually the entire second quarter. These same hotels have experienced a sudden upswing in July, but the guests are principally businessmen, many of whom have delayed their normal trips to Panama until now.

Malta adopts Brussels tariff nomenclature

Malta has issued a new customs tariff converted to the international Brussels tariff nomenclature.

As part of the British Commonwealth area, it accords preferential import duty treatment to members of that area, including the United Kingdom. Imports from non-British Commonwealth countries are generally subject to higher rates of duty. Most duties are ad valorem, but in some instances specific duties or a combination of the two are levied.

Malaysia passes first year mark heading toward economic unity

Progress continues toward implementing Malaysian Common Market to give impetus to industrial development

Malaysia, which in its first year encountered a number of political and economic obstacles, has made substantial economic progress and has taken the first steps toward economic unification of all its areas.

Indonesian opposition to the merger of the Malaysian areas has taken the form both of military harrassment and the imposition of an economic boycott. The Indonesian military actions, though relatively small scale, have had the effect of drawing more heavily on Malaysian resources for the support of defense facilities. These expenditures may, in the long run, compete to some extent with purely economic development efforts. Indonesia's severing of trade relations has deprived Malaysia of an important trading partner and has made some inroads on directly affected business activities, particularly in Singapore and to some extent in Penang.

However, much of the economic slack in Singapore has been taken up by creation of new industries and the construction boom. An increase in unemployment in Singapore as a result of Indonesian confrontation was largely dealt with by the prompt adoption of a program of unemployment compensation and preferential hiring for these workers. The improvement in this situation has led to a relaxation of this program by the Singapore Government.

Indonesian exports rerouted

The effect of the Indonesian trade cutoff on the Malaysian economy has been modified by the rerouting of certain Indonesian exports to Malaysia via third countries as well as by the continuing Indonesian-Malaysian barter trade which now has been prohibited by the Malaysian Government for security reasons.

Despite these problems, the confrontation has served as a unifying force in consolidating a merger of four previously separate areas in varying stages of development, each possessing separate laws and administrative structures.

The Malaysian areas are composed of multi-racial populations which have, in the past, shown a capacity to work together in harmony. Although the recent race riots in Singapore appear to have marred this fine record, problems causing them are expected to be eliminated.

Tariff Board created

The move toward an economically unified Malaysia has taken place in a number of spheres. Implementation of a Malaysian Common Market has been gradual, but the first steps have been taken by the adoption of the Brussels Tariff Nomenclature by all four areas and the creation of a Tariff Advisory Board which will soon publish its first list of goods eligible for common market tariffs.

Eventual adoption of a common market will provide greater impetus for industrial development by providing manufacturers with a Malaysia-wide market for their products. This is of particular importance to industrialists in Singapore.

The individual Malaysian areas still operate under their own development plans, but a Malaysia-wide Economic Development Plan is scheduled to be announced in 1966. Coordination of economic development will be stepped up with the creation of a Malaysian Federal Industrial Development Authority which will provide industrial sites, assistance, and general stimulus for industrial development throughout Malaysia.

Pioneer status centralization

There has also been agreement in principle that a national board be set up to run the pioneer status (tax exemption for new industries) program on a central basis. At the present time, Singapore must submit applications it has received for pioneer industry certificates to the Federal Government in Kuala Lumpur. The Federal Government is reportedly considering a Sabah-Sarawak request for their inclusion in the Pioneer Industries Ordinance of Malaysia and Singapore. For lists of pioneer industries and products **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Other moves toward economic integration include the drafting of a Companies Ordinance for all of Malaysia and the opening of a Singapore Office of the Central Bank of Malaysia. A joint policy has been adopted by the Federal Malaysian and Singapore Governments to encourage and locate automobile assembly and manufacturing plants; and the Malayan (now Malaysian) Industrial Development Finance, Ltd., (MIDFL) has extended its loan programs for new industries to all of Malaysia. It is understood that MIDFL may participate in the development of the Jurong Industrial Estate in Singapore. Plans are also underway to encourage workers from Malaya and Singapore to migrate to labor-short Sabah and Sarawak.

Treaties concluded between the former Federation of Malaya and foreign nations are in the process of being extended to all of Malaysia. It is expected that in the near future the U.S. Investment Guarantee Agreement with Malaya, which provides for insurance against losses due to expropriation and inconvertibility, will be extended to all of Malaysia and will also include guarantees against losses due to war, revolution and insurrection as well as some commercial risks. Malaysia may also negotiate a Double Taxation Agreement with the U.S.

New plants open

Good progress has been made in economic development in each of the Malaysian areas, particularly in the establishment of new industries and construction activity in Malaya and Singapore. A number of new firms have been granted pioneer industry incentives, many pioneer status firms have commenced production, and industrial estates are being developed in several sites in Malaya and Singapore.

New plants which opened this past year include an iron and steel mill in Singapore, an Esso Standard Malaya petroleum refinery in Malaya, and an aluminum rolling mill near Kuala Lumpur. In addition, several light industries have gone into production. These include plants for the manufacture of textiles, fabricated metals, clothing, paper bags and foodstuffs. A second flour mill was opened in Singapore and the first sugar refinery in Malaysia began operations. Work has started on the construction of a Mobil Refinery Co. (Malaysia) petroleum refinery in Singapore and a chemical plant in Malaya.

There has been increased activity in Malaya and Singapore in construction of public works—roads, bridges, port facilities, airports, and public utilities including water and electric power. The Malayan railways modernization program, begun prior to the Malaysia merger, has continued with the addition of diesel locomotives, freight carrying wagons, and modern traffic control devices.

The Malayan rural development pro-

gram, entailing expenditure of considerable public funds has continued, with the addition of new farm settlement projects, rural roads, public schools, health clinics and hospitals.

Sarawak has embarked on its Second Five-Year Plan, and a new development plan for Sabah will soon be announced. With the help of Federal Government financing, these areas are making progress in the fields of agriculture, utilities, and transportation.

U.S. trade outlook good

Progress made by Malaysia in economic development and unification portends well for increased U.S. trade and investment. During the period September 1963-April 1964, Malaya-Singapore imports from the U.S. rose to $61 million as against $58 million for the comparable months in 1962-1963 in spite of a total slight decline in formal Malaya-Singapore imports.

A U.S. Trade and Development Mission, the first Government-sponsored trade mission to visit Malaysia, found prospects to be good for many business opportunities in Malaysia for Americans.

The recently formed Malaysian-American Chamber of Commerce, when fully operative, is expected to have an important role in stimulating U.S. commercial interests in Malaysia. The expanding Malaysian market and industrial development prospects should be looked into by U.S. businessmen who are interested in sound and profitable overseas business.

Producers in 45 states fill foreign aid export orders

Producers in 45 states filled orders for more than $173 million in foreign aid program exports during the first eight months of this year, according to the Agency for International Development.

The overseas sales reported were financed largely through repayable loans, with AID policies directing most procurement to U.S. suppliers. As a result, most AID dollars never leave the U.S.

Involving only AID-financed shipments directly traceable to states of production, the figures represent less than 40 percent of all U.S. production generated by the AID program. This initial recording of procurement is limited generally to letter-of-credit transactions of more than $10,000.

Besides the eight-month totals, the procurement sampling showed approximately $14 million in orders recorded during August. Leading producers, all with more than one million production value during the month, were Maryland, California, and Pennsylvania.

UAR achieves some success in attempts to improve balance-of-payments problem

Trade deficit expected to decline in 1964 for first time in several years under temporary restrictions imposed on many imports

Efforts to alleviate the United Arab Republic's continuing balance-of-payments problem during the first nine months of 1964, appear to have achieved some success.

Imports have declined and foreign exchange reserves have increased slightly. As a result of temporary restrictions imposed last April on all but essential imports, foreign exchange reserves were built up to a high of $39.1 million during August.

Although first quarter imports rose to $191.4 million from $176.4 million in January-March 1963 and the trade deficit rose by $1.7 million to $23.2 million, purchases thereafter are reported to have turned sharply downward. Statistics are not available for subsequent quarters, but it now seems probable that the trade deficit will decline in 1964 for the first time in several years.

New exchange and import licensing procedures went into effect during the summer. Under the new plan, each sector of the economy receives its share of foreign currency directly, rather than through the exchange control. Each sector will distribute its share internally without recourse to the Ministry of Economy, Exchange Control or Import Licensing Office.

Foreign currency shares

The sectors' potential for earning foreign exchange will be a major factor in determining their share. Previously, in many instances, foreign exchange was separately allocated for each transaction. Because of the import restrictions currently in force, the effectiveness of the new system has not been determined.

In April, the U.A.R. worked out a stabilization agreement with the International Monetary Fund, which permitted the U.A.R. to draw a new standby credit of $40 million. The stabilization program is designed to counter inflationary pressures by limiting internal and external borrowing, increasing revenues, formulating more realistic pricing policies, and gradually controlling consumption and government subsidies.

Among measures taken to implement the stabilization program was an additional 5% statistical tax on all imports except essential foodstuffs. A 5% tax was also imposed on all external payments in connection with invisible transactions except transfers on government account, funds for the Mecca Pilgrimage, and students traveling abroad.

As another means of increasing foreign exchange earnings, Suez Canal toll increases of 1 to 6% per ship were announced. It is estimated that this toll increase will yield an additional $3.45 million in annual revenues. A rise in the fees for pilotage, tugs, mooring boats and water has also added to Canal transit costs.

Assistance agreements

Foreign assistance to the U.A.R. during 1964 includes a $98 million loan from Kuwait, repayable within 15 years, beginning in 1969, at 4% interest. A portion ($28 million) is earmarked for the Suez Canal. A $44.4 million loan agreement with the U.S.S.R., agreed to in principal in June 1963, was signed in Cairo on May 6. This loan, repayable over 12 years at 2.5% interest, is expected to be used for the purchase of two new 1700-ton blast furnaces for the Egyptian Iron and Steel Company at Helwan.

The U.S.S.R. also has agreed to extend an additional $280 million long-term credit. Under the agreement covering this credit, signed September 22, the U.S.S.R. will provide technical assistance in reclaiming 2 million acres of desert land and economic and technical assistance for projects under the Second Five Year Plan (1965-1970). Projects include metalworking and machine building plants, the development of electrical power, and the training of Egyptians both in the U.S.S.R. and in the U.A.R.

Japanese auto company gets Eximbank financing

The Export-Import Bank has authorized a $5 million loan to the Nissan Motor Co., Ltd., of Japan to help finance the purchase of machine tools from 15 U.S. manufacturers.

The loan, the third Eximbank has made to Nissan, will help the company in a projected half-billion dollar expansion and modernization program designed to keep Nissan competitive in Japan's growing automotive market.

Ceylon imposes new import controls to offset deterioration in its foreign exchange position

Measure taken to put one year moratorium on remittance abroad of profits, dividends, interest, other investment income

Ceylon has imposed significant new import and exchange restrictions to counter a deterioration in its foreign exchange position.

The annual budget for the fiscal year October 1964-September 1965, presented to Parliament July 30, proposed abolition of the Open General License (OGL) under which traders have been able to import drugs and medicines and certain subsidiary foodstuffs without quantity limitation.

When fully implemented, the proposal will bring all commercial imports under individual import licensing subject to quota allocation.

The Government is empowered under existing legislation to implement the proposal by notification in the Official Gazette.

Most of the foodstuffs formerly on OGL have already been specifically brought under individual quota licensing, and other notifications to fully implement the proposal will be duly issued.

Actual effective date

The actual effect in all cases, however, will date from July 30, the date of the budget proposal.

When an item is brought under individual quota licensing by official notification, any imports of the item affected after July 30 will be set off against the quota allocation issued to the importer.

Most significant of the new exchange control measures is a one-year moratorium "in the first instance" on the remittance abroad of profits, dividends, interest, and other investment income.

Other controls

Other new controls on foreign exchange expenditures include restrictions on capital transfers by non-nationals and reduced travel allowances. The foreign exchange tax on the transfer of assets abroad also has been doubled to 20%.

Write: OIRE, Bureau of International Commerce, Washington, D.C., 20230.

New companies law effected in Jordan

A new companies law for Jordan, Law No. 12 of 1964, designed to remedy certain defects of the previous law, No. 33 of 1962, has recently been enacted and put into effect by the Government.

The principal changes relate to powers, duties, qualifications and tenure of office of the directors of a corporation. The previous requirement that the Ministry of National Economy select the general manager of all government-sponsored or government-participating corporations has been abolished. A new provision of the law specifies the manner of organization of privately-held limited liability companies.

A limited number of copies of the English translation of the new law is available on loan.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

India controls exports of Madras wearing apparel

All exports of wearing apparel made of handloom bleeding Madras fabric are subject to control by the Indian Government.

Licenses now required for the export of this commodity are granted freely, provided the goods conform to basic minimum standards of quality, and are sold at or above the prescribed minimum price level.

The minimum price for short-sleeved sport shirts of bleeding Madras cloth is $22.50 per dozen f.o.b., and for long-sleeved shirts, $26 per dozen f.o.b.

Steel construction meeting planned for Luxembourg

A European Congress on Modern Developments in Building and Construction in Steel will be held in Luxembourg October 28, 29 and 30. The Congress was initiated by the High Authority of the European Coal and Steel Community.

To publicize existing and future possibilities for the use of steel in building and construction, there will be introductory reports on new building methods, materials, standards and styles, and seven working parties will examine the uses of steel in specialized fields such as bridges and elevated roadways, housing, factory shops and prefabrication. These groups will discuss the interrelationships of technical, economic and aesthetic requirements.

Invitations to participate in the program have been sent to well-known U.S. architects and engineers, some of whom will be speakers and chairmen of the working parties.

To obtain a program, **Write:** European Economic Community Information Office, 900 17th St., N.W., Washington, D.C.

Viet-Nam announces new rules for foreign suppliers

The Vietnamese Government has announced new rules and requirements for foreign manufacturers' representatives in Viet-Nam.

The new regulations apply to both Vietnamese and foreign representatives of foreign suppliers, but do not apply to the representatives of international airlines and to importers who act as exclusive agents of a foreign firm.

Prior to the Government's order, the only requirement was the payment of the relatively low business tax by the representatives. The new regulation states that agents must deposit $13,700 with the Treasury and be licensed by the Ministry of Economy. The deposit may be confiscated in whole or in part if the representative does not conform with the regulations in force.

Representatives whose activities are within the scope of the requirements must comply with these new regulations by December 31.

Write: OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

BUSTLING HARBORS in Japan serve as link between markets overseas and local businessmen who anticipate variety of imports under relaxed deposit rates.

Japan eases import rules

Deposit rates for many commodities lowered or modified in latest Government measure

Japan has lowered or modified import deposit rates for a number of imported commodities as of last September 1.

Some commodities have been exempted from the import deposit requirements; others reduced from the previous 35% rate to 5%; and a number of items were reduced from the 5% rate to 1%.

Quota items were set up to be exempted from the import deposit requirement in cases of certain manufactured products for reexport.

Goods listed

The following classes of goods are exempted from the import deposit requirement:

- Re-exports—Import quota items imported specifically for processing and export as finished commodities on an individual transaction basis. (A list of these items is shown in the last paragraph.)

Goods imported and processed for reexport in bonded warehouses or factories.

PL–480—Cotton imported for processing in accordance with terms of third country processing arrangements.

- Merchandise imported by Government Agencies, including local government and national and local public corporations.
- Merchandise imported by medical schools and medical institutions primarily for medical treatment purposes.
- Machinery, equipment, specimens imported by universities for scientific research purposes.
- Aircraft and aircraft parts procured on Government account and for the Nihon Airline Manufacturing Company, Ltd., and Japan Airlines, Ltd.
- Nuclear fuels and materials, heavy water, and atomic reactors imported by the Atomic Fuel Corporation or Japan Atomic Energy Research Institute; nuclear fuels imported by the Japan Atomic Power Company.
- Books and periodicals imported by Government and public agencies, educational organizations under specific authorization by MITI.

- Powdered skim milk imported for school feeding purposes.
- Import quota items for U.S. Security Forces in Japan.
- Foodstuffs and beverages (Import Quota Items only) imported for supply to ocean-going ships and international airlines through bonded warehouses or bonded factories.

From 35% to 5%

Products reduced from the 35% requirement to 5% are ambergris, castorum, civet and musk; cantharides; bile, whether or not dried; animal products, fresh, chilled or frozen or otherwise provisionally preserved of a kind used in the preparation of pharmaceutical products; pepper of the genus Piper.

Pimiento of the genus Capsicum or the genus pimenta (excluding those in containers for sale at retail); cinnamon (including cinnamon-tree flowers and fruits); cloves (whole fruit cloves and stems) (excluding those in containers for sale at retail); seeds of anise, badian, fennel, coriander, cumin, caraway and juniper (excluding those in containers for sale at retail).

Bay leaves, thyme, saffron and other spices not elsewhere specified (excluding those in containers for sale at retail); plants and parts of trees, bushes, shrubs or other plants, being goods of a kind used primarily in perfumery, in pharmacy, or for insecticidal, fungicidal or similar purposes, fresh or dried, whole, cut crushed, ground or powdered.

Locust beans, fresh or dried, whether or not kibbled or ground; natural indigo, turmeric, logwood and other vegetable dyeing; stick lac; cashew nut shell extract; licorice extract; ephedra extract; locust bean gum; malt extract.

Prepared water pigments of the kind used for finishing leather; albumins and derivatives thereof; peptones and derivatives thereof; zeins; concentrated sulphite lye; prepared culture media for development of micro-organisms; composite diagnostic reagents; dextran and heparin natrium; synthetically-crystallized quartz.

Further reductions

The import deposit rate for the following commodities was reduced from 5% to 1%:

Skimmed milk for feed uses; pig bristles or hair; badger hair and other brush making hair; waste of such bristles and hair, whether or not bleached or dyed; horsehair, bovine hair and waste thereof, whether or not bleached, dryed or colored, curled or put up as a layer or between two layers of paper, textile fabric or other material.

Shells; rye; oats; maize; Kao-liang and other grain sorghums; molasses (excluding those falling within heading No. 1705 of the Customs Tariff and denatured molasses); residues and waste from the food processing industries; prepared animal fodder; phosphated chalk, natural calcium phosphates, natural aluminum calcium phosphates and apatite.

Antomony ore; cyclohexane; caprolactam; potassic fertilizers, mineral or chemical; synthetic organic dyestuffs (including pigment dyestuffs); synthetic organic products of a kind used as luminophores; products of the kind known as optional bleaching agents, substantive to the fibre; natural indigo; color lakes; pearl essense.

Natural rubber, balata, gutta-percha and similar natural gums (including stabilized latex); reclaimed rubber; waste and scrap rubber (excluding of ebonite) fit only for the recovery of rubber; SP rubber; sulphite pulp, draft pulp, and cotton linter pulp; silk waste and tassah waste; sheep's or lamb's wool and other animal hair.

Cotton, cotton linters, cotton waste, and cotton slivers and rovings; waste from man-made fibers (including yarn waste and pulled or garnetted rags) not carded or combed; sisal fibers; synthetic fiber stockings, socks, ankle-socks, and the like, and undergarments (limited to defective articles, mill waste, and time-worn leftovers); and cultured pearls.

Complete exemptions

Commodities classified as import quota items and exempted from deposit requirements on the basis of their permissible uses in manufacturing products for reexport are:

Imitation precious stones (specifications designated) for reexport in form of imitation jewelry made of imitation pearls, plastics or glass; crushed or ground glutinous rice in form of rice flour; crushed glutinous rice and glutinous rice in form of rice paste flour; crushed and ground nonglutinous rice in form of "Miso" (bean paste).

Wheat in form of wheat products (wheat flour, noodles, biscuits, bread); wheat flour, soya bean cake, dry gluten, tapioca starch, sago starch and molasses in form of sodium glutamate; rape seed in form of rape seed oil; powdered milk, skimmed milk, butter oil, and sugar in form of sugared milk, ice cream mix powder; whole powdered milk and skimmed milk in form of acid milk.

Condensed milk, powdered milk and sugar in form of confectionary products; cotton seed oil in form of canned and bottled foods in oil; tomato paste in form of canned foods in tomato paste; polished glutinous rice in form of "Arare" (rice cake cubes) and "Iso" peanuts; wheat in form of "Shoyu" (soy sauce).

Sugar, tapioca starch or sago starch in form of caramel; tapioca starch or sago starch and potato starch in form of Vitamin C; sugar (beet or cane sugar—raw sugar exceeding 98 degrees in sugar degree) in form of refined sugar, rock sugar and cube sugar, sugared condensed milk, canned and bottled fruits; frozen mandarine oranges, canned and bottled fruit juice.

Import duty changes made in Lebanon's tariff

Import duty changes have been made in a number of items in the customs tariff of Lebanon.

The new rates of duty (with previous rates in parentheses) are as follows:

Quarternary ammonium salts and hydrates, including lecithins and other phosphoaminolipins, if intended for the manufacture of medicines, free (11%); dropping tubes made of plastics, free (25%); laboratory dropping tubes made of glass, free (40%); aluminum pipettes intended for use in the manufacture of medicines, free (25%).

Aerosol insecticide, 25% (free); bodies, replacement parts and accessories of tractors, motor cars and trucks, $0.65 per net kilogram, with a minimum duty of 45% ad valorem, $0.31 per net kilogram with a minimum duty of 45% ad valorem.

Some minor changes have been made in the wording of certain tariff items to define them more clearly, with no changes in duty.

Philippine Tariff Commission opens hearings on changes

The Philippine Tariff Commission is finishing hearings on proposed changes in duty rates which were incorporated in the Omnibus Tariff Bill.

The Bill passed both Houses of Congress in the 1964 session but was vetoed at the last minute by the President due to insufficient time for review.

The hearings now being held cover a great variety of items which were previously the subject of Congressional hearings. (The Tariff Commission has not made available the complete list of proposed changes.) The current hearings are in fact perfunctory and the Congressionally approved changes are expected to be accepted by the Tariff Commission almost without exception.

Short factual studies on investment fields prepared in Taiwan

Melamine, rugs, preserved fruits shown as profitable opportunities

Three short factual studies prepared by the Taiwan Industrial Development and Investment Center (IDIC) indicate the possibility of profitable opportunities in the manufacture of melamine, rugs and preserved fruits in Taiwan.

According to IDIC, melamine is not yet produced in Taiwan, increasing demand being met by imports.

Based on estimated future demand, the establishment of a 1000 ton capacity melamine resin plant is considered desirable. Such a plant would require an estimated investment of around $750,000.

Rugs in demand

Hand-knotted woolen Chinese "Tientsin" rugs, with their fine craftsmanship and artistic design are reported by IDIC in demand in the overseas market and the industry is capable of substantial expansion. IDIC estimates that a 100 man rug factory would require an investment of about $100,000 and should prove a promising enterprise.

The Government is reported to have promulgated standards for establishing fruit processing factories in 1959 which spurred development of the industry and has resulted in a substantial increase in exports.

Principal export markets are listed as Southeast Asia, U.S. and Hong Kong. Most popular export items are preserved plums, peaches, prunes, olives, mango, ginger and dried prunes. A large variety of fresh fruits and vegetables are reported available; no outside technical know-how is required as preserved fruits are a Chinese specialty, and sufficient labor at low cost presents no problem.

Estimated cost

IDIC estimates a medium sized plant employing between 80 to 90 men and women would require a total investment of roughly $150,000. An annual profit return of about 20 to 25% should be anticipated.

Write: Chinese Investment and Trade Office, 515 Madison Ave., New York.

License sought to produce soups, snacks in Argentina

A medium-sized food processing company near Buenos Aires wants to enter into a licensing arrangement with a U.S. producer of dehydrated vegetable soups and "cocktail snacks" for production of these items in Argentina.

The Argentine firm, reported to enjoy a favorable reputation in local financial and trade circles, believes prospects for the food processing industry to be good and sees a growing market for packaged dehydrated soups and "snacks."

Write: Antonio Lo Re e Hijo, S. en C., Leandro N. Alem 2270, Munro, Provincia de Buenos Aires, Argentina.

Jordan shirt manufacturer seeks licensing arrangement

A firm in Amman Jordon, currently manufacturing men's white shirts is interested in an arrangement for local manufacture of men's shirts and possibly underwear under such well known brand names as "Arrow," "Manhattan," "Van Heusen."

Although there is an excess of shirt manufacturing capacity in Jordan in relation to the local market, this company has a contract to supply part of its production to Kuwait.

Write: Taj Hajjar, Tawfic Tabba and Co., P.O. box 1408, Amman, Jordan.

New currency regulation enacted by Guatemala

Guatemala has enacted a new currency law which seeks to establish a relationship between the face value of coins and their actual cost.

The new law provides for coins in denominations of 50, 25, 10, 5 and 1 centavo, and for bills in denominations of 1,000, 500, 100, 50, 20, 10, 5, 1, and 0.50 quetzales. (1 Quetzal equals U.S. $1.00).

Only the Q1,000 and Q500 bills are new denominations. The law also specifies alloy contents and tolerances, as well as designs, diameters and weights for the various coins.

For a copy or loan of Decree-Law, No. 265 of August 20 which repeals the previous 1948 law, in Spanish, **Write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington D.C., 20230.

U.S. loggers offered investment incentive by French Guiana

Report cites need for expert opinion, mechanical gear for operation

French Guiana's vast forest reserves offer a promising opportunity for experienced and well capitalized U.S. loggers with an abundance of expertise and mechanical equipment, according to a recent report.

A large French timber company began logging operations in late 1963 and is currently shipping over 1000 cubic meters a month to its plywood mill in France.

French Guiana has a population of only 35,000, a rudimentary road net and lacks a deep water port. However, forests yields of usable timber are good, species of timber formerly considered of little commercial value have proved marketable.

Direct subsidies offered

The French state offers a liberal combination of tax incentives and direct subsidies to investors in the timber industry.

The principal species of wood available permits such commercial uses as plywood, lumber for containers, quality cabinet work, flooring and piling.

Tax advantages include total or partial exemption from the corporate profits tax for from one to eight years; exemption from tax on reinvested profits and a guarantee of no changes in fiscal obligations for 25 years.

Indicative of several subsidy provisions is a special subsidy for logging operations of up to 50% of the value of imported heavy equipment and one allowing approximately $1600 for every kilometer of forest road built.

Investment terms

In the case of industrial type investment only—not logging operations—an investment subsidy is made that is equal to a maximum of 30% of the value of the "productive" investment.

Write: (in French): Conservateur des Eaux et Forets, Cayenne, French Guiana.

Ceylon to build tunnel, surge shaft; issues invitation for U.S. bids

The Ministry of Land, Irrigation & Power, Colombo, Ceylon, invites bids for the Department of Government Electrical Undertakings on the Maskeliya Oya Project—Stage 1. This tender refers to Contract No. 5, Polpitiya Tunnel and Surge Shaft. Documents are available up to Oct. 27 on payment of U.S. $100, which is not refundable, from the office of the General Manager, Department of Government Electrical Undertakings.

The bid deadline is on or before 2 p.m. Ceylon Standard Time, Nov. 27 Bids are to be opened at 2 p.m. the same day at the office of the Assistant Secretary, Ministry of Land, Irrigation & Power, in Rm. No. 355, 3rd Floor, Falle Face Secretariat, Colombo.

Tendering documents are also available at the office of the General Manager, Department of Government Electrical Undertakings, McCallum Rd., Colombo, Ceylon; Consulting Engineers, Messrs. Ingledow Kidd & Associates Ltd., 1112 West Pender St., Vancouver 1, B. C., Canada, and at the Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

The office of Ingledow Kidd will have general supervision of the Maskeliya Oya Project. The tunnel will be 26,000 feet in length and about 15 feet in diameter and is to be cut through gneiss and partially lined.

Tenderers are requested to state the credit arrangements which can be arranged for their part of this contract and include information on sources of credit, rate of interest and period of repayment.

Transmission line supplement issued by Greece; deadline date extended, cost changed

The public Power Corp. of Athens, Greece has issued supplement information and an additional map to the tender documents pertaining to tender No. DKPM-4 (DMPM-239) for the erection of 150 KV transmission lines. (See INTERNATIONAL COMMERCE, Sept. 28, p. 28).

The supplement provides for doubling the length of the transmission lines to be erected. The cost of the project should be estimated at about $2.5 million instead of $1.3 million. The closing deadline for submission of proposals has been extended from Oct. 15 to Oct. 31.

A copy of the supplement is available to firms located in the U.S. on a short term loan basis from Building Materials and Construction Industries Division, Rm. 4012, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Bids invited by Burma on roofing materials

The People's Stores Corp., Rangoon, Burma, invites bids on roofing felt and asphalt mastic. The deadline for both of these tenders is Oct. 30. and offers must be valid to and including Nov. 30.

Tender No. 2/05/64-65 (P) for the bituminous roofing felt includes 1960 rolls of 2 ply x 3' x 72' and 840 rolls of 3 ply x 3' x 72'.

Tender No. 3/05/64-65 (P) invites bids on 100 tons of roofing asphalt mastic to conform to BSS 988/1941, Table 1 column "B" modified and gritted with hardness 10-20 at 25 degree centigrade.

Copies of these tender specifications are available on a short term loan basis to firms located in the U.S. from Building Materials and Construction Industries Division, Rm. 4012, BDSA-6460, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

UAR seeks consultants for ore exploitations

The Government of the UAR is planning a major development to exploit the extensive deposits of ilmenite and other minerals located in the Nile Delta beach area of Egypt. Offers of consulting services are invited by the General Organization for Industrialization and the Egyptian Black Sands Co. for the design and construction of the plant and the supply of equipment required in mining, concentrating, transporting, separating and processing of ores.

The American Consulate General at Alexandria, UAR, will transmit to the Government and the Egyptian Black Sands Co. any bids received from U.S. consulting firms before the deadline date of Nov. 15.

A limited number of documents regarding the services to be provided are available to firms located in the U.S. at the office of the Water Industries and Engineering Services Division, BDSA, Rm. 4111, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4346.

Two microwave systems sought

The Corporation de Fomento de la Produccion (CORFO) has called for bids for two microwave systems to operate between Santiago and Copiapo and Antofagasto and Africa.

Each section will involve two routes, a principal path with 300 channel capacity, or permitting TV transmission, and an auxiliary path independent of the principal route. The systems will be part of the Inter-American Telecommunications System.

Copies of the engineering blueprints and schematic diagrams are available from CORFO, Calle Estado 337, 2nd floor, Santiago, Chile, at a cost of $8 per set.

Bids must be submitted to CORFO by Dec. 9. Bidder must be legally represented in Chile.

Copies of the bid request, in Spanish, are available on a loan basis to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C., 20230.

NATO project in Turkey for pipeline, tank farm open to U.S. complete bids

The Ministry of Public Works will accept complete bids for the construction of a 6"- 50 km-long-pipeline, a pump station, a tank farm and connecting facilities in the northern area of Turkey. The estimated cost of this project is $1,752,000.

U.S. firms, qualified to participate in NATO International Competitive Bidding, are invited to make known their desire to bid by submitting their qualifications on special forms not later than Oct. 26 to Bayindirlik Bakanligi Hava Meydanlari ve Akaryakit Tesisleri Insaat Reisligi, Ataturk Bulvair No. 140, Kavaklidere, Ankara, Turkey. The special forms are available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

Firms which are not certified to participate in NATO projects are invited to submit their resume, a recent annual report and a completed copy of the General Services Administration Standard Form 129 to BDSA's Trade Opportunities Staff for certification.

Medical and other equipment bids requested by Tunisia

Tunisia is offering tender No. 3, bid deadline Nov. 1, for 15,000 kilograms of surgical cotton, 3,000 kg. of carded cotton, 2 million meters of gauze, 137,500 bandages, 50,000 rolls of adhesive plaster. 4,100 X-ray films, 26,500 hypodermic needles, 45,400 syringes, 30,000 medical thermometers, and 7,100 units of laboratory glassware.

Terms and specifications are in French. The Government agency which submitted the tender is: Pharmacie Centrale de Tunisie, 51, Ave. Charles Nicolle, El Menzah, Tunis.

A loan copy of the tender is available to firms located in the U.S. from the Scientific, Photographic and Business Equipment Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.

VHF telephone systems needed for Taiwan

The Purchasing Dept., Central Trust of China in Taipei, has invited bids for two sets each of VHF telephone systems consisting of two 50 Watt FM transmitters and receivers, four sets of antennas (Yagi or equivalent to withstand winds of 140 mph), channelizing equipment, power supplies and spare parts, respectively.

Bids must be submitted by Oct. 26 to: Purchasing Dept., Central Trust of China 40, Sec. 1, Wuchang St., Taipei, Taiwan.

Copies of the specification (Tender No. GF2A-19732) are available on a short term loan basis to firms located in the U.S. from Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2328.

Burma needs stranded steel wire and copper-weld wire

The Director General, Post & Telegraphs Burma, 125 Phayre St., Rangoon, has invited bids under Tender No. 6C(6405) for the following kinds and quantities of stranded wire: 7 stranded galv. steel: 8 drums (6600 ft/drum), 34 drums (5280 ft/drum) and 38 drums (5000 ft/drum); also 3 stranded copper-weld: 8 drums (6600 ft/drum), 34 drums (5280 ft/drum) and 38 drums (5000 ft/drum).

Bid deadline is Oct. 29.

A copy of the tender documents and specifications are available to firms located in the U.S. on a short term loan basis from Iron and Steel Division, BDSA-6380, Rm. 4222, Dept. of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

Variety of school supplies requested in Burma tender

The People's Stores Corp., 181/189, Sule Pagoda Rd., P.O. Box 418, Rangoon, has issued tender No. PSO(21)64-65/4, bid deadline Oct. 23, for substantial quantities of black lead and colored pencils, water colors, erasers, wooden and plastic rulers, fountain pen ink, plastic pencil sharpeners, white and colored school chalk, world globes, blackboard cleaner, paint, stick ball pens, and plastic chemistry stencils.

A copy of the tender is available on loan to firms located in the U.S. from the Consumer Durables Division, BDSA—6270, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4370.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9811.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 3784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2721.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA. 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 38831.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 644-2851.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9403, Federal Building, 450 Golden Gate Ave. Phone: 556-5866.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

ITALY—Best quality maize, type y.c. No. 2. Approx. 6,000 m.t. annually. F.M.S. Fabbrica Mangimi Sildamin, S.p.A. (manufacturer), Frazione Sostegno di Spessa Po (Pavia). WTD 6/25/64.

201 Meat Products

BAHRAIN—Canned meats and sausages. Jawad Cold Stores (importer, retailer, exporter, wholesaler), P.O. Box 430, Bahrain, Arabian Gulf. WTD 8/31/64.

FRANCE—Hides and skins, wet salted. Direct purchase and agency Cuirtan A. Bonefant & Cie. (importer, dealer), 215 Rue de Charenton, Paris 12e. WTD 8/26/64.

Hides and skins, all types. Le Cuir Brut Francais (importer, dealer), 2 Rue de la Cloture, Paris 19e. WTD 8/26/64.

TRINIDAD—Pickled, scalded, smoked pork products. Importers, wholesalers, agents request replies from suppliers and/or manufacturers. Direct purchase and agency. E. P. Gibbs Ltd., 17 Charlotte St., Port of Spain. WTD 8/12/63.

Pickled pork tails; other pork products. Smoked mild cured and tropically cured meats such as bacon, picnics, leg hams. Canned meats, all kinds, especially canned imitation Vienna sausages, 48/4½ oz. tins. Importers and commission merchants request replies from packers. Direct purchase and agency. General Distributors Ltd., 1st Floor, 18 Charlotte St., Port of Spain. WTD 8/11/64.

202 Dairy Products

TRINIDAD—Full cream milk powder; sweetened condensed milk. Importers and wholesalers request replies from manufacturers. Direct purchase and agency. William H. Scott Ltd., Provision Dept., 51 Independence Square, Port of Spain. WTD 7/29/64.

Fresh table butter. Importers and commission merchants request replies from manufacturers. Direct purchase and agency. General Distributors Ltd., 1st Floor, 18 Charlotte St., Port of Spain. WTD 8/11/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

203 Canning, Preserving Foods

BAHRAIN—Canned and preserved fruits, vegetables, sea foods; all kinds. Jawad Cold Stores (importer, retailer, exporter, wholesaler), P.O. Box 430, Bahrain, Arabian Gulf. WTD 8/31/64.

DUBAI—Canned foodstuffs, all kinds. Al-Tajir (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 117, Dubai, Trucial States. WTD 9/12/64.

JAPAN—Frozen shark round. K. K. Sugiyo Shoten (food processor), 27 Ingai. Fuchumachi, Nanao City, Ishikawa Prefecture. WTD 8/14/64.

TRINIDAD—Canned fruits, fruit juices: pears, apricots, peaches, tomatoes, pineapples. Dried fruits: prunes, raisins, currants, apples. Peas and beans: red kidney beans, limas, blackeyed peas. Importers and commission merchants request replies from packers. Direct purchase and agency. General Distributors Ltd., 1st Floor, 18 Charlotte St., Port of Spain. WTD 8/11/64.

204 Grain Mill Products

ENGLAND—Canned foods; sundries for dogs and cats. S. Wallace Ltd. (importers, wholesalers, retailers), 58/62 Three Colts Lane, London, E.2. WTD 9/11/64.

TRINIDAD—Grains, poultry feeds, livestock feeds. Requests replies from producers. Direct purchase and agency. G. L. Trestrail & Co., Ltd. (importers, wholesalers), 6 Broadway, Port of Spain. WTD 7/10/64.

Maize, whole and cracked; hominy. Importers, wholesalers, agents, manufacturers request replies from producers. Direct purchase and agency. Grell & Co., Ltd., 60 St. Vincent St., Port of Spain. WTD 5/14/64.

All types of prepared feeds for animal and poultry health or care. Importers, manufacturers, exporters request replies from producers. Direct purchase and agency. Lipscomb Caribbean Ltd., P.O. Box 958, Port of Spain. WTD 4/7/61.

207 Confectionery

SWEDEN—High and medium quality chocolate and confectionery, in pieces and bulk. Direct purchase and agency. Axel Ohlsson (wholesaler), 10 Kyrkogatan, Goteborg. WTD 9/21/64.

209 Food Preparations

HONG KONG—Soybean oil. Requests replies from suppliers. Successful trial order of approx. $15,000 should lead to substantial monthly orders. L. Jibsen & Co. (importers, exporters), 306 Kwong On Bank Bldg., 137-141 Queen's Rd. Central, P.O. Box 13013, Hong Kong. Cable: JIBYUENCO Hong Kong. WTD 8/16/63.

TRINIDAD—Linseed oil meal. Importers, wholesalers, agents, manufacturers request replies from producers. Direct purchase and agency. Grell & Co., Ltd., 60 St. Vincent St., Port of Spain. WTD 5/14/64.

Soybean meal 44%. Importers and manufacturers request replies from producers. Direct purchase and agency. Gibbons Feeds (West Indies) Ltd., 23 Chacon St., Port of Spain. WTD 8/22/62.

220 Textile Mill Products

ENGLAND—Dress materials, linings, interlinings, all types and qualities, for manufacture of women's dresses. Agency and direct purchase. Balgley Manufacturing Co. Ltd. (manufacturers, importers), Princess House, Eastcastle St., London, W.1. WTD 6/24/64.

HONG KONG—Upholstery fabrics, various types. Requests replies from manufacturers. Tai Hing Corp. (importer, exporter), 903 Central Bldg., Pedder St., Hong Kong. Cable: TEMICOR Hong Kong. WTD 2/12/63.

221 Broad Woven Fabric Mills, Cotton

NORWAY—Cotton canvas for tarpaulins. Kyvik & Co. A/S (importer, wholesaler), Haugesund. WTD 3/11/64.

MALAYSIA—Cotton velvet cloth. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Requests color samples. Lam Chien Siew, Nai Fatt Shoe Store (importer, exporter, wholesaler, retailer), 175/177 Arab St., Singapore 7. WTD 3/19/64.

SINGAPORE—Cotton piecegoods: suiting, shirting; requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Sing Lun & Co. Ltd. (importer, exporter, wholesaler), 50 Circular Rd., Singapore 1. WTD 12/24/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

HONG KONG—Mosquito netting made of terylene. Requests replies from manufacturers. Tai Hing Corp. (importer, exporter), 903 Central Bldg., Pedder St., Hong Kong. Cable: TEMICOR Hong Kong. WTD 2/12/63.

MALAYSIA—Nylon textiles. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Requests samples, color charts. Lam Chien Siew, Nai Fatt Shoe Store (importer, exporter, wholesaler, retailer), 175/177 Arab St., Singapore 7. WTD 3/19/64.

SINGAPORE—Synthetic fiber suiting, shirting; requests replies from manufacturers with price quotations cif Singapore. Prices must be competitive. Sing Lun & Co. Ltd. (importer, exporter, wholesaler), 50 Circular Rd., Singapore 1. WTD 12/24/63.

SWEDEN—Medium-priced synthetic fabrics, printed, plain, for women's blouses. AB Janstorps Konfektion (manufacturer), Svenljunga. WTD 8/18/64.

225 Knitting Mills, Products

FRANCE—Knit sports clothing, including shirts for men and women. Direct purchase and agency. Davoudian Trading Co. (importer, dealer), 47 Ave Marcel Sembat, Athis-Mons (Seine & Oise). WTD 4/8/63.

TRINIDAD—Men's and boys' knit and woven fabric outerwear and underwear. Importers and retailers request replies from manufacturers. Direct purchase and agency. Colthurst Brothers, 47 Park St., Port of Spain. WTD 8/25/64.

Men's and boys' knit outerwear, jerseys. Importers, retailers request replies from manufacturers. Direct purchase and agency. N. & A. Hadeed, 78 High St., San Fernando. WTD 9/2/64.

228 Yarn, Thread Mills, Products

GERMANY—All types of threads, synthetic yarns. Boehringer & Reuss GmbH (manufacturer), 7472 Winterlingen/Wuertt., Ebingerstrasse 90/96. WTD 9/10/64.

229 Textile Goods

SWEDEN—Medium-priced synthetic lace fabrics for women's blouses. AB Janstorps Konfektion (manufacturer), Svenljunga. WTD 8/18/64.

230 Apparel

SWEDEN—Leisure clothing, except jeans, for men, youths, boys; direct purchase and agency. Carl Emond AB (manufacturer, wholesaler, agent), Landskrona. WTD 9/2/64.

232 Men's Youths', Boys' Furnishings

FRANCE—Sports clothing such as snowcoats, ski pants, dungarees, play garments. Direct purchase and agency. Davoudian Trading Co. (importer, dealer), 47 Ave. Marcel Sembat, Athis-Mons (Seine & Oise). WTD 4/8/63.

233 Women's, Misses', Juniors' Outerwear

TRINIDAD—Dresses, blouses, skirts made of cotton and synthetic fabrics. Importers and retailers request replies from manufacturers. Direct purchase and agency. Colthurst Brothers, 47 Park St., Port of Spain. WTD 8/25/64.

234 Women's, Misses', Children's Under Garments

ITALY—Corsets and brassieres, first quality. Erich Laboschinski (agent), Corso Sempione 28, Milan. WTD 11/22/63.

235 Hats, Caps, Millinery

FINLAND—Women's millinery items. Firm now manufacturing full range of women's hats wishes to expand activities by acting as importer-distributor of millinery products. Requests proposals from manufacturers or wholesalers. Direct purchase and agency. Erikoislakki (manufacturer, wholesaler, importer, distributor), Fredrikinkatu 45 A, Helsinki. WTD 9/17/64.

238 Apparel, Accessories

FRANCE—Sports clothing: raincoats, other waterproof garments. Direct purchase and agency. Davoudian Trading Co. (importer, dealer), 47 Ave. Marcel Sembat, Athis-Mons (Seine & Oise). WTD 4/8/63.

SWEDEN—Suspenders, belts, handerkerchiefs; direct purchase and agency. Carl Emond AB (manufacturer, wholesaler, agent), Landskrona. WTD 9/2/64.

239 Fabricated Textile Products

HONG KONG—Bed sheets; candlewick bedspreads; draperies; various types of fabrics. Requests replies from manufacturers. Tai Hing Corp. (importer, exporter), 903 Central Bldg., Pedder St., Cable: TEMICOR Hong Kong. WTD 2/12/63.

TRINIDAD—Household furnishings such as drapes, marquisettes, sheets, table covers. Importers, retailers request replies from manufacturers. Direct purchase and agency. N. & A. Hadeed, 78 High St., San Fernando. WTD 9/2/64.

241 Logging Camps, Logging Contractors

ITALY—Black walnut logs, veneer quality. Fratelli Tragni (manufacturer), Via Brianza 30, Lentate s/ Seveso, Milan. WTD 5/18/64.

242 Sawmills, Planing Mills

FRANCE—Wood flooring. Direct purchase and agency. Raymond Goardet (wholesaler, commission merchant), 83 Bld. Sevigne, Rennes (Ille & Vilaine). WTD 9/3/64.

249 Wood Products

FRANCE—Wood particle board—reconstituted wood. Direct purchase and agency. Raymond Goardet (wholesaler, commission merchant), 83 Bld. Sevigne, Rennes (Ille & Vilaine). WTD 9/3/64.

PAKISTAN—Boards, cork insulation: filter boards for use in beverage industry. Eastern Chemical Co. Ltd. (manufacturers), Czernin Palace, Bank Square, The Mall, Lahore. WTD 6/19/64.

262 Paper Mills, Products

AUSTRALIA—Fruit wrapping paper, plain white, unoiled, sulphite, 21 grams per square meter. S. R. Deans (manufacturers' representative, importer), 333 George St., Sydney, N.S.W. WTD 9/10/64.

263 Paperboard Mills, Products

AUSTRALIA—Boxboard; index and system board; Manila board. Direct purchase and exclusive agency. S. R. Deans (manufacturers' representative, importers), 333 George St., Sydney, N.S.W. WTD 9/10/64.

264 Converted Paper, Paperboard Products

AUSTRALIA—Paper and board, coated, mechanical content at least 55%; paper, chocolate glassine; paper, grease proof, 30 grams per square meter, in sheets and reels; packaging tape; cellulose tape; reinforced/filament tape. S. R. Deans (importer, paper mill, manufacturers' representative), 333 George St., Sydney, N.S.W. WTD 9/10/64.

281 Industrial Chemicals

● **CEYLON**—Pharmaceutical fine chemicals in small packages and medicinal preparations as listed: potassium citrate B.P., 20,000 lb. and 40,000 lb. in 2 and 5 lb. bottles; potassium iodide B.P., 8,000 lb. in 1 lb. bottles; sodium salicylate B.P., 10,000, 30,000, 35,000 and 80,000 lb. in 2, 5 and 50 lb. water-proof fiber bags; dextrose monohydrate B.P., 2,000, 4,000 and 8,000 lb. in 1, 2 and 3 lb. tinfoil sealed lever lid tins; calcium lactate B.P., 16 million tablets in polythene bags of 5,000 each. Bid deadline Nov. 10. Dept. of Health, Director of Health Services (Supplies), No. 355, Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

FRANCE—Basic products for manufacturing insecticides, fungicides, paints, glass. S.P.I.A.-Societe des Produits pour l'Industrie & L'Agriculture (importer, dealer), 11 Rue de Provence, Paris 9e. WTD 9/23/63.

● **IRAQ**—Calcium carbide, 50/80 mm. British Specification 642/1935, 20,000 kilos; acetone, British Specification 509, 180 gallons. Delivery Port Stores, Fao, duty and all charges paid. Tender No. 135/64, bid deadline Oct. 22. Director General Margil, Iraqui Ports Administration, Basrah.★ (Telephone 202-WO 7-3465).

PAKISTAN—Tanning chemicals for use in tanning leather. Dyes and pigments for tanning industry. National Tanneries of Pakistan Ltd., Hide Market, Lahore-6. WTD 6/22/64.

Electroplating chemicals; salts; both for use in manufacturing transistor radios. Radio & General Appliances Ltd. (manufacturer), Post Box 538, 18 Muslim Town, Lahore. WTD 6/19/64.

VIET-NAM—Full line of chemicals and reagents necessary for analysis and research laboratory in microbiology and biochemistry. Requests quotations, catalogs, Institut Pasteur de Saigon (manufacturer, wholesaler—Government sponsored), 167 Pasteur, Saigon.

282 Synthetic Materials

MALAYSIA—P.V.C. sheeting for shoes. Requests replies from manufacturers/suppliers, quotations cif Singapore. Prices must be competitive. Requests samples, color charts. Lam Chien Siew, Nai Fatt Shoe Store (importer, exporter, wholesaler, retailer), 175/177 Arab St., Singapore 7. WTD 3/19/64.

MOROCCO—Polypropylene, granulated, for injection and extrusion plastics machinery. Quotations Casablanca. Direct purchase and agency. Cerboli (Agent), 31 Bld. Hassan Seghir, Casablanca. WTD 5/7/64.

NETHERLANDS—Ion exchange resins for water deionizing. Desires exclusive representation for Benelux countries. Requests literature and/or samples, price lists. Firma Bechem (importer, distributor), 40 van Maerlantlaan, Driehuis. WTD 9/14/64.

283 Drugs

AUSTRALIA—Pharmaceuticals; ethical and surgical preparations. Direct purchase and agency. Schaffer & Co. (N.S.W.) Pty. Ltd. (importer, wholesaler), 8 Shirlow St., Marrickville, N.S.W. WTD 9/17/64.

● **CEYLON**—Proprietary drugs and pharmaceutical fine chemicals, listed as follows: liquid glycyrrhis B.P., 1,000 imp. gallons; liquor hydrogen peroxide B.P., 15,000 bottles of 20 oz. each; Oleum Olivae B.P., 2,000 imp. gallons; castor oil medicinal B.P., 10,000 lb., 20,000 lb., 30,000 lb. in drums of 50, 100 and 450 lb.; oleum terebinth B.P., 400 imp. gallons and 2,000 imp. gallons in 5 and 45 gallon drums; paraffin liquid B.P., 1,500 imp. gallons in 10 gallon drums and tinct benzoin co. B.P., 600 gallons in ½ gallon quarts. Bid deadline Oct. 27. Dept. of Health, Director of Health Services (Supplies), No. 355, Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

● Assorted pharmaceutical preparations as listed: ethyl chloride B.P. containing 50 cc each, 20,000 tubes in boxes of 100 tubes; catrimide B.P. powder 500 x 500 grams; injection of mersalyl B.P. containing 1 cc each, 250,000 ampoules in boxes of 100 ampoules; elixir of piperazine citrate (B.P.C. 1963) strength 4 mls. (60 minims) of the elixir containing 500 mgm of piperazine hydrate, 7,500 imp. gallons in half-gallon glass or plastic bottles. Bid deadline Nov. 10. Dept. of Health, Director of Health Services (Supplies), No. 355, Deans Rd., Colombo 10.★ (Telephone: 202-WO 7-3394).

ENGLAND—Industrial and pharmaceutical chemicals; chemicals and additives for animal feed and veterinary compounds. Agency and direct purchase. The British Anhydrous Ammonia Co. Ltd. (merchants, manufacturers, importers, exporters), Magdala Works, 518/520 Woolwich Rd., Charlton, London, S. E. 7. WTD 9/17/64.

SOUTH AFRICA—Pharmaceutical preparations of all kinds. Berg River Pharmacy (importing distributor), 57a Church St., Wellington, Cape Province. WTD 9/14/64.

TRINIDAD—All types of drugs and medicines. Importers, wholesalers, agents request replies from manufacturers. Direct purchase and agency. Smith Robertson & Co., Ltd., 5 Chacon St., Port of Spain. WTD 7/9/62.

284 Perfumes, Cosmetics, Soap, Detergents, Cleaning Preparations

AUSTRALIA—Toiletries; perfumery preparations. Direct purchase and agency. Schaffer & Co. (N.S.W.) Pty. Ltd. (importer, wholesaler), 8 Shirlow St., Marrickville, N.S.W. WTD 9/17/64.

● **BURMA**—Pyrethrum powder for mosquito coils, 0.4% pyrethrins, 60,000 kgs. Tender No. 1/09/64-65, bid deadline Nov. 2. Secretary (I), People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202 WO 7-3910).

● Metal polish, approx. 15,000 tins, packed in sizes of 2, 6 and 12 oz. tins. Tender No. P11/6-64/65, bid deadline Nov. 24. The Secretary, People's Stores Corp., Household Division c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2090).

SOUTH AFRICA—Chemical household products; toilet articles; cosmetics; hair preparations; articles of the kind sold by drugstores; novelties. Berg River Pharmacy (importing distributor), 57a Church St., Wellington, Cape Province. WTD 9/14/64.

THAILAND—Wave lotions, cream shampoos, liquid shampoos, black hair tints, hair sprays, other related products. Johnson Brothers Co., Ltd. (importer, wholesaler, retailer), 3/5 Dejo Rd., Bangkok. WTD 9/21/64.

287 Agricultural Chemicals

● **BURMA**—Ammonium sulfate, 2,000 m. tons; ammonium phosphate, 16-20-0, 62,900 tons; urea, 2,620 tons; concentrated superphosphate, 200 tons; muriate of potash, 0.5 ton; potassium sulfate, 1 ton; basic slag, 1 ton; dicalcium phosphate, 1 ton; phosphate rock, 1 ton; nitrophosphate, 20-20-10, 0.5 ton. Tender No. 2/09/64-65, bid deadline Nov. 5. The Secretary, People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-2008).

289 Chemical Products

FRANCE—Liquid adhesive product for sticking Teflon on metal. Direct purchase and agency. Pierre Viennot (manufacturer), 62 Rue J. B. Potin, Issy-les-Moulineaux, Seine. WTD 8/20/64.

GERMANY—Lubricants, non-petroleum base, for high and low temperatures; corrosion inhibitors for high temperatures (+200 to +600 centigrade). Liqui-Moly GmbH (manufacturer), 79 Ulm/Donau, Bahnhofstrasse 11. WTD 9/15/64.

306 Fabricated Rubber Products

FRANCE—Sports clothing: vulcanized waterproof raincoats, other garments. Direct purchase and agency. Davoudian Trading Co. (importer, dealer), 47 Ave. Marcel Sembat, Athis-Mons (Seine & Oise). WTD 4/8/63.

311 Leather Tanning, Finishing

FRANCE—Finished leather, all kinds. Direct purchase and agency. Cuirtan A. Bonefant & Cie. (importer, dealer), 215 Rue de Charenton, Paris 12e. WTD 8/26/64.

Leather for manufacturing handbags, portfolios. Le Cuir Brut Français (importer, dealer), 2 Rue de la Clôture, Paris 19e. WTD 8/26/64.

317 Handbags

ENGLAND—Women's plastic handbags. Harmony Handbags Ltd. (manufacturers, importers, wholesalers), Harmony House, 193 Wardour St., London, W.1. WTD 9/16/64.

329 Abrasive, Asbestos, Nonmetallic Minerals

PAKISTAN—Abrasive cloth, artificial, coated;

emery paper; emery, grain, powder, flour; for use in manufacturing transistor radios. Radio & General Appliances Ltd. (manufacturer), Post Box 538, 18 Muslim Town, Lahore. WTD 6/19/64.

331 Steel Mill Products

● **INDIA**—Galv. wire rope and wire strand to IRS Specs. Nos. S-2/62; S-11/62 and S-3/61. Quantities and types: 25,355 kgs. 7 strand 17 SWG; 5,000 kgs 6 x 19 x 27 SWG; 2,000 kgs. 7 x 17 x 22 SWG; 10,200 kgs. 7 x 17 SWG and 13,680 kgs. 7 x 7 x 22 SWG. (for signalling). Tender No. P/SR-3/5022/047A/5062/068A/III B, bid deadline Oct. 30. Global. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1312), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee, $2.10 each (not refundable).

● Galv. wire strand for signalling purposes, 17 SWG Grade 3 (70-80 tons per sq. in. tensile strength) to IRS Spec. No. S-2/62. Quantity, 9716 kgs. Tender No. P/SR-3/50133-R/III B, bid deadline Oct. 27. Global. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1305), 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Tender fee, $1.25 each, not refundable).

PAKISTAN—Pig iron; M.S. steel sheets; blooms; billets; for resale to consumer. Popular Paper Mart (wholesalers, printers), 1 Gunpat Rd., Anarkali, Lahore. WTD 6/22/64.

● **UGANDA**—Rails, crossings and permanent way materials. Tender documents from Overseas Purchasing Division, East African Railways Harbours, P.O. Box 952, Kampala. Reference circulars No. 16 and No. 17 of requirements to be purchased overseas. Bid deadlines not available.

332 Iron, Steel Foundries

● **BURMA**—Steam quality pipe for pressures from 150 to 250 lb.; various amounts and sizes in 10' lengths; flanges, couplings, sockets, tees, bends. Tender No. 231/MACH (63-64), bid deadline 12 noon Oct. 26. Secretary 1, People's Stores Corp., c/o Foreign Office, Prone Rd., Rangoon. Cable address: GOVSTORES.★ (Telephone: 202-WO 7-3601).

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **BURMA**—Supply of copper weld wire (.128) No. 8 AWG. 40% conductivity (320,000 lb.); copper weld wire (.101) No. 10 AWG 40% conductivity (60,000 lbs.); Nico press sleeves for 8 AWG (20,000). Tender No. 5L (64-5), bid deadline Nov. 11. The Director-General, Posts & Telegraphs, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-2162).

● Supply of submarine trunk telephone cable, 0.9 mm diameter PVC insulated and quadded in a single continuous length (2,204 yd.). Tender No. 2C(64-5), bid deadline Oct. 23. The Director-General, Posts & Telegraphs, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-2162).

PAKISTAN—Copper sheets, base alloy; coating .0015, size 1 sq. meter; for use in manufacturing transistor radios. Radio & General Appliances Ltd. (manufacturer), Post Box 538, 18 Muslim Town, Lahore. WTD 6/19/64.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Non-sparking hand tools, all kinds. Societe M.O. Machines-Outils (manufacturer), 250 Bld. de la Boissiere, Montreuil s/Bois (Seine). WTD 8/20/64.

HONG KONG—Metal key chains. Requests replies from manufacturers. Tai Hing Corp. (importer, exporter), 903 Central Bldg., Pedder St., Hong Kong. Cable: TEMICOR Hong Kong. WTD 2/12/63.

PAKISTAN—Paper cutting knives for use in printing establishment. Popular Paper Mart (wholesalers, printers), 1 Gunpat Rd., Anarkali, Lahore. WTD 6/22/64.

TRINIDAD—All types of builders' hardware. Importers, wholesalers, agents request replies from manufacturers. Direct purchase and agency. Smith Robertson & Co., Ltd., 5 Chacon St., Port of Spain. WTD 7/9/62.

349 Fabricated Metal Products

AUSTRALIA—Imitation gold and silver embossing foil. Crescent Trading Co. Pty. Ltd., Box 4833, G.P.O., Sydney, N.S.W. WTD 1/24/64.

PAKISTAN—Aluminium foil, foil combination, converted for packaging; for use in paper industry. Popular Paper Mart (wholesalers, printers), 1 Gunpat Rd., Lahore. WTD 6/22/64.

351 Engines, Turbines

● **IRELAND**—Supply, delivery and erection of two 60 mw turbo-alternators, each with complete condensing plant and auxiliaries for generating station at Tarbert, Co. Kerry, Ireland. Specification No. 619G, bid deadline Dec. 15. The Electricity Supply Board, Generation Dept., 27, Lower Fitzwilliam Street, Dublin 2.★ (Telephone: 202-WO 7-4242).

352 Farm Machinery

ISRAEL—Spare parts and related equipment. Purchasing authority representing 400 agricultural settlements wishes to contact manufacturers and/or suppliers of spare parts for diesel and gasoline vehicles and farm machinery. Lamoshav Transport Center for Settlements. 56 Hechaluzim St., P.O.B 5008, Tel Aviv. WTD 9/14/64.

353 Construction Machinery

● **INDIA**—3 electro magnetic pulleys complete with D. C. conversion units of (+3KW) capacity. Tender No. 759/Beas/PR/51320/W-18497/Global, bid deadline Nov. 23. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Documents available from India Supply Mission (Ref. D/ENQ/1283), 2536 Massachusetts Ave., NW., Washington D.C. 20008, free of charge.

● 500 AX Pilot type plug bit with diamond quality 120; total caratage of each bit would be 17 carats with 16-30 diamond size stones per carat with L hard matrix. Tender No. 768/Beas/PR/52661/D-68, bid deadline Nov. 4. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Documents available from India Supply Mission (Ref. D/ENQ/1285), 2536 Massachusetts Ave., N.W., Washington D.C. 20008, free of charge.

● 145 B X bavel wall core diamond bits with L hard matrix; diamond quality 120; diamond quantity to be 10 carats with 30-60 stones per carat. Tender No. 728/Beas/PR/52718/D118, bid deadline Oct. 30. Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur. Documents available from India Supply Mission (Ref. D/ENQ/1279), 2536 Massachusetts Ave., NW., Washington D.C. 20008, free of charge.

● Stoper drills, with a free length of nearly 2'6", stroke frequency of 2000 strokes/minutes. An automatic multiaction throttle for air supply to the feed leg, switching on of flushing water and starting of impact mechanism shall be provided. Tender No. 780/Beas/PR/51312/D-161, bid deadline Oct. 30. Shri T. K. Kalia, Chief Purchase Officer, Beas Purchase Organization, P.O. Talwara Township, Dist. Hoshiarpur (Pb). Documents available from India Supply Mission (Ref. D/ENQ/1297), 2536 Massachusetts Ave., NW., Washington D.C. 20008, free of charge.

● Two 7-ton capacity traveling hoists, floor operated. Tender No. SR-6/15 132-N/III, bid deadline Nov. 12. Director General of Supplies & Disposal, National Insurance Bldg., Parliament St., New Delhi. Tenders also available at India Supply Mission (Ref. No. D/ENQ/1317), 2536 Massachusetts Ave., Washington, D.C., 2008. Tender fee, $1.25 each.★ (Telephone: 202-WO 7-5589).

ISRAEL—Light building equipment used for housing and other construction work, including contractors' equipment, handling and hoisting appliances, concrete mixers and sprayers, new systems in the field of building and construction machinery and material applications. Importer, wholesaler, manufacturers' representative requests prompt offers from factories producing advanced types. Requests literature, price lists, delivery terms. Direct purchase and agency. Salomon Venezia & Sons Ltd., 2 Hagdud Haivri St., P.O. Box 1040. Tel Aviv. WTD 9/14/64.

NEW ZEALAND—4 bulldozers, D-4 or D-6; 2 graders; 1 transporter; all second-hand machinery; to be shipped to British Crown Colony of Fiji. Interested in placing further orders for second-hand machinery on regular basis for distribution throughout Pacific Islands. Henderson Distributors Ltd. (importers, exporters), Airport Rd., Whenuapai, P.O. Box 268, Auckland. WTD 9/9/64.

354 Metalworking Machinery

AUSTRALIA—Used grinding machines, metal bench type; used lathes, turret, vertical; good condition. Bourke & Radford (Eng.) Pty. Ltd. (engineers, machinery merchants), Birkrad Bldg., Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

● **INDIA**—Precision strip and sheet levelling machine, maximum width 1000 mm, max. thickness to be rolled, 4 mm, roller diameter, 50 mm, minimum number of rollers, 5. Tender No. AEE/P/CAP/9532, bid deadline Oct. 26. Nut countersinking machine to countersink nutblanks by cold forming, capacity M2-M8 (international metric thread), production rate 3,000 pc./hour. Tender No. AEE/P/CAP/9534, bid deadline Oct. 27. Government of India, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg., Palton Rd., Bombay.★ (Telephone: 202-WO 7-5652).

● Horizontal surface grinding machine, working surface of table 625 x 225 mm, maximum grinding length to 625 mm, grinding wheel diameter 25 mm. Tender No. SWP 7/5011/029-A/111, bid deadline Oct. 27. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C., 20008. Ref. No. D/ENQ/1295; price $1.25.

ISRAEL—Electric power tools including

drills, saws, hammers. Modern fastening systems for aluminum and other metals, other newly developed labor saving equipment and tools for industry. Importer, wholesaler, manufacturers' representative invites prompt offers from manufacturers only. Requests catalogs, price lists, delivery terms. Direct purchase and exclusive agency. Salomon Venezia & Sons Ltd., 2 Hagdud Haivri St., P.O. Box 1040, Tel Aviv. WDT 9/14/64.

VENEZUELA—Power-driven hand tools for workshops, mainly for metal working, with motors for 110/120 V., 50 and 60 cycles. Gas welding apparatus. Exclusive distribution. Requests replies in Spanish. Importadora Venezolana de Maquinarias Industriales (importers, distributors), C. A. Aptdo. 12481 - Ave. Los Jabillos No. 2, Sabana Grande, Caracas. WTD 9/4/64.

355 Special Industry Machinery

AUSTRALIA—Used planers for woodworking; used shapers for woodworking, in good condition. Bourke & Radford (Eng.) Pty. Ltd. (engineers, machinery merchants), Birkrad Building, Gould Rd., Herston, Brisbane, Queensland. WTD 8/13/64.

GERMANY—Plastics processing machines; plastic foil packaging machines. Direct purchase and agency. Ing. Otto Etzel (importer, exporter, manufacturers' agent), 7 Stuttgart-S, Adelbergerhof 1. WTD 9/14/64.

● **INDIA**—One downstroke hydraulic transfer moulding press, load capacity 100 tons with a 28-ton capacity transfer unit fitted. Tender No. SWP 8/22/2A/I, bid deadline Oct. 21. Director General Supply & Disposals, National Insurance Bldg., Parliament St., New Delhi.★

Four standard 2-revolution or stop cylinder hand fed printing machine, maximum sheet size 26″ x 38″. Tender No. P/SMH-5/4074-A/U/64, bid deadline Dec. 2. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tenders also available at India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. No. D/ENQ/1313, $2.10 each.★ (Telephone: 202-WO 7-4242).

JAPAN—Heating equipment for processing fish products. K. K. Sugiyo Shoten (food processor), 27 Ingai, Fuchu-machi, Nanao City, Ishikawa Prefecture. WTD 8/14/64.

PAKISTAN—Machinery to manufacture dry ice. Eastern Chemical Co. Ltd. (manufacturer), Czernin Palace, Bank Square, The Mall, Lahore. WTD 6/19/64.

Plant to manufacture 1 ton of carbon dioxide per day. Eastern Chemical Co. Ltd. (manufacturers), Czernin Palace, Bank Sq., The Mall, Lahore. WTD 6/19/64.

SOUTH AFRICA—Fully automatic machinery for manufacturing, wrapping, cartoning slotted safety razor stainless steel and conventional steel blades; requests quotations cif Cape Town. Supplier must be in a position to supply raw materials required for processing. Mill Agents S. A. (Pty.) Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

UGANDA—Interested in purchasing beer manufacturing equipment for a beer plant with a capacity of 500,000 barrels per year. Champion Motor Spares Ltd. (importer, wholesaler, retailer), P.O. Box 1248, Kampala. WTD 1/28/64.

356 General Industrial Machinery

AUSTRALIA—Packaging machinery, general. S. R. Deans (paper mill, manufacturers' agents), 333 George St., Sydney, N.S.W. WTD 9/10/64.

● **INDIA**—One vertical centrifugal single stage pump, bottom suction and horizontal discharge. Tender No. AEE/P/CAP/9574, bid deadline Oct. 29. Atomic Energy Establishment Trombay, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

ISRAEL—Packaging equipment, industrial handling equipment including hoists, balancers; portable air compressors; internal combustion engine. Invites prompt offers from manufacturers. Requests catalogs, price lists. Direct purchase and exclusive agency. Salomon Venezia & Sons Ltd. (importer, wholesaler, manufacturers' representative), 2 Hagdud Haivri St., P.O. Box 1040, Tel Aviv. WTD 9/14/64.

VENEZUELA—Small, portable air compressors, with motors for 110/120 V., 50 and 60 cycles. Exclusive distribution. Requests replies in Spanish. Importadora Venezolana de Maquinarias Industriales (importers, distributors), C. A. Aptdo. 12481 - Ave. Los Jabillos No. 2, Sabana Grande, Caracas. WTD 9/4/64.

357 Office, Computing, Accounting Machines

FRANCE—Offset duplicating machines. Societe France-Bureau (importer, dealer), 4 Rue Villebois-Mareuil, Paris 17e. WTD 6/12/64.

● **LIBYA**—3 alphabetical key-punches; 2 alphabetical key-verifiers; 2 collators; 1 sorter; 1 statistical machine; 2 duplicating summary punches; 1 accounting machine; 1 reproducing punch; 1 interpreter; 1 calculating punch; plus associated control panels and wire complements. Tender No. 443, bid deadline Oct. 19. Bids must be accompanied by a guarantee of $840 in the form of a treasury receipt or a certified check or letter of credit drawn upon a Libyan bank. Ministry of Health, Tripoli.★ (Telephone: 202-WO 7-2939).

358 Service Industry Machines

AUSTRALIA—Cooling towers for use at electric power generating stations with limited water supplies. Neil Davis, Southern Electric Authority of Queensland (State power monopoly), Boundary St., Brisbane, Queensland.

361 Electric Transmission, Distribution Equipment

● **AUSTRALIA**—Supply of 7 single-phase, auto-transformers 330/220 kv, 200 mva, one 3-phase transformer, 230/66 kv, 165 mva, 6 3-phase, 3 winding transformers 220/66/11 kv with OFB rating of 150/150/-1 mva able to operate in parallel with transformers described in specifications. Tender No. 64-65/59 bid deadline Nov. 30. State Electricity Commission of Victoria, 22-32 William St., Melbourne, Victoria. One copy of specifications available for review only in Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **BURMA**—Supply of 4 automatic voltage regulators 5 KVA and 8 automatic voltage regulators 3 KVA. Cubicle type, continuous rating, single-phase, 230 V. Tender No. 8W (64-5), bid deadline Oct. 28. The Director-General, Posts & Telegraphs, 125 Phayre St., Rangoon.★ (Telephone: 202-WO 7-4242).

● **CYPRUS**—Supply of 19 circuit breakers, 500 mva, 66 kv, 3 phase; 14 double break isolators, 400 amp., 66 kv; 18 single phase 66 kv surge diverters; 21 single phase 66 kv voltage transformers; 3 post insulators, 66 kv; 7 isolators, 11 kv, 400 amp; 4 circuit breaker kiosks, 11 kv, 200 amp.; 3 outdoor oil-immersed isolator/fuse switchboards; 3 indoor circuit breaker switchboards, 11 kv, 250 mva, 400 amp.; 3 lots 400 volt switch fuseboards battery and battery chargers and rectifiers; one lot of copper tubes, flexible copper conductors, terminals and bi-metal connectors etc. Specification No. 1361/41, deadline Nov. 26. The Electricity Authority of Cyprus, P.O. Box 1466, Photiou Staurou Pitta, Nicosia, Cyprus, or Preece, Cardew & Rider, 8-12 Queen Anne's Gate, London, S.W.I.★ (Telephone: 202-WO 7-4242).

FRANCE—Regulators and related parts for refrigeration equipment. C.E.V.M.I. (importer, dealer), 88 Rue de la Chapelle, Paris 18e. WTD 4/1/63.

● **INDIA**—Supply of 8 reflectometers and 8 R.F. test voltmeters. Tender No. W-025/P-4/2, bid deadline Nov. 27. The Secretary, Stores Purchase Committee, c/o The Chief Controller of Telegraph Stores, 5 Council House St., Calcutta.★ (Telephone: 202-WO 7-2939).

● Supply of electronic test equipment including, but not limited to: modulation monitors, coils, signal generators, distortion analyzers, frequency converter units, amplifier units. Required by Manager Purchase Stores, Bharat Electronic, Bangalore 13. Tender No. SE-627, bid deadline Oct. 31. Copies of terms and specifications available from, and bids to be submitted to India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● **IRAQ**—Supply of 160 time switch connectors, type EH 50 amps, 230 v. a.c., 110 single pole air-break contactors, 50 amps loading at 230 v., 50 cycle a.c., 120 sets link switch and link fuses, vertical type, single-pole, 30 sets vertical triple-pole isolators, 200 a rating, 100 sets drop-out fuse isolators, 3 L.T. oil circuit breakers, heavy duty 1.1 kv, a.c., 50 cycle, 3 phase, 4 wire, 6 L.T. oil circuit breakers, heavy duty, 300 amps, a.c., 50 cycle, 3 phase, 4 wire, 3 L.T. oil circuit breakers, heavy duty, 500 amps, a.c., 50 cycle, 3 phase, 4 wire. Tender No. 40, bid deadline Nov. 17. Specifications may be obtained upon payment of $16.80 plus air-mail charges from Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad. One copy of specifications is available for review only from Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230.

● **TRINIDAD**—Supply of 10,000 units 45/75 amp. low voltage service line fuse connectors. Bid No. 897, deadline Nov. 23. Exempt from import duties. Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4242).

● Supply of 4,000, 100/250 amp. low voltage service line fuse connectors. Tender No. 898, bid deadline Nov. 23. Exempt from import duties. Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4242).

● Supply 6900/240-120 volt single phase transformers and duplex and triplex low voltage overhead service conductor. No tender number given, bid deadline Nov. 10. Specifications may be obtained from Purchasing Officer, Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain, Trinidad, W.I. These supplies exempt from import duties.

362 Electrical Industrial Apparatus

AUSTRALIA—Gas-fired electric generating

stations, to use both turbine and gas-fired boiler units. Neil Davis, Southern Electric Authority of Queensland (State power monopoly), Boundary St., Brisbane, Queensland.

FRANCE—Small diesel motors and parts. France Automobile Service (importer, dealer), 159 Rue Gallieni, Boulogne-Billancourt (Seine). WTD 11/26/63.

● **IRAQ**—Supply and erection of one 300 kw site-rating capacity, 400/231 v., 3 phase, 4 wire, 50 cycle, diesel generator set complete with switchboards, auxiliary equipment and one overhead travelling crane, 5 ton with supports, rails, etc. Tender No. 44 bid deadline Nov. 10. Specifications may be obtained upon payment of $22.40 plus air mail charges from Directorate General of Planning & Design, Ministry of Municipal & Rural Affairs, Baghdad. One copy of specification is available for review only from Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

ISRAEL—Generators, from 1 kw to 5 kw, 220 V., AC/DC, 50 cycles. Invites prompt offers from manufacturers. Requests catalogs, price lists. Direct purchase and exclusive agency. Salomon Venezia & Sons Ltd. (importer, wholesaler, manufacturers' representative), 2 Hagdud Haivri St., P.O. Box 1040, Tel Aviv. WTD 9/14/64.

● **TURKEY**—Supply of two D.C. compound motors, 12.5 kw., 220 v., 1450-1500 r.p.m., automatic reversing starters and spare parts. Two sets D.C. compound motors, 10 kw, 220 v., 1000 r.p.m. auxiliaries and spare parts. Tender No. 3001-587 bid deadline Oct. 20. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahckapi, Istanbul. (Materials Purchasing Dept., Turkish Maritime Bank).★ (Telephone: 202-WO 7-4242).

● **UAR**—2 diesel generator sets capable of running in parallel, self regulating; engines equivalent of Klockner-Humbolt-Dutz AG-Koln, type A12L614, 1500 rpm; generators similar to A. Van Kaick, self regulating, type D2N62/125-4D 100 kw, 400 volts, 50 cycle, also switchboard, spares and accessories. Bid deadline not indicated. The General Organization for Industrialization, (Coal Project) 6 Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-4242).

VENEZUELA—Electric welding apparatus. For 110/120 V., 50 and 60 cycles. Exclusive distribution. Requests replies in Spanish. Importadora Venezolana de Maquinarias Industriales (importers, distributors), C. A. Aptdo. 12481, Ave. Los Jabillos No. 2, Sabana Grande, Caracas. WTD 9/4/64.

363 Household Appliances

AUSTRALIA—Free arm sewing machine to tie tobacco bags shut; should be capable of sewing flaps of Hessian bags which do not overlap. The South Queensland Tobacco Growers' Co-operative Association Ltd., Earnshaw Rd., Northgate, Brisbane, Queensland. WTD 9/9/64.

FRANCE—Household electrical appliances: refrigerators, ranges, washing machines, drying machines, ironers, fans, vacuum cleaners, sewing machines, water heaters. For large scale distribution—moderate prices. Direct purchase and agency. Ets. P.R.L. (manufacturer), 102 Ave. Jean Jaures, Pantin (Seine). WTD 2/21/63.

TRINIDAD—Electric water heaters for household use. Importers, retailers, agents request replies from manufacturers. Direct purchase and agency. Trinidad & Tobago Electrical Contractors Ltd. (importer, retailer, agent), 31 Henry St., Port of Spain. WTD 10/9/62.

364 Electric Lighting, Wiring Equipment

SOUTH AFRICA—Adjustable aluminum brackets for outdoor fluorescent lighting equipment to fit 2", 2½" and 3" post adapters; polarized light panels, prismatic light control panels, general types of eggcrate and plain diffuser panels, acrylic or styrene. Requests catalogs, price sheets, availability, by airmail. Suppliers to state whether they are actual manufacturers or dealers. H. A. Schipper & Co. (Pty.) Ltd. (importing distributor, manufacturer), P.O. Box 2668, Cape Town. WTD 8/31/64.

365 Radio, Television Receiving Sets

GERMANY—High quality stereo-magnet systems for record players. Perpetuum-Ebner KG, Steidinger & Co. (manufacturer), 7742 St. Georgen/Schwarzwald, Postfach 36. WTD 9/4/64.

ISRAEL—Television receivers, home type, screen size 19" and larger. Requests offers, catalogs, price lists. Direct purchase and exclusive agency. Unatex Import-Export (importer, agent), 29 Lilienblum St., P.O. Box 2467, Tel Aviv. WTD 4/10/63.

TRINIDAD—Television receivers—table models, consoles, portables. Importers, retailers, agents request replies from manufacturers. Direct purchase and agency. Trinidad & Tobago Electricity Commission, 63 Frederick St., Port of Spain. WTD 1/30/64.

366 Communication Equipment

● **INDIA**—Supply of terminal box for use in cable distribution cabinets. Tender No. J-033/P-5/11, bid deadline Nov. 24. Secretary, Stores Purchase Committee, c/o Chief Controller of Telegraph Stores, 5 Council House St., Calcutta.★ (Telephone: 202-WO 7-4823).

● Supply and installation of retarders and panel operation of points and signals of the hump yards at Tatanagar and Waltair, South Eastern Railway. Worldwide tender No. CSTE/MY/WAT-TATA/64, deadline Jan. 18, 1965. Chief Signal & Telecommunication Engineer, South Eastern Railway, Garden Reach, Calcutta 43. Copies of tender documents may be obtained at foregoing address at a cost of Rs. 30 per set (US$6.30), excluding postage; air mail charges about Rs. 84 (US$17.64). Drawings and documents available for review only in Transportation Equipment Divison, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

ITALY—Radio telephones, portable, for automobiles and motorcycles, FM-VHF and UHF; frequencies 31-41 MH_2; 70-80 MH_2; 156-174 MH_2; 450-470 MH_2. Prod-El, S.p.A. (agent, manufacturer), Via Monfalcone 12, Milan. WTD 8/19/63.

367 Electronic Components, Accessories

PAKISTAN—Transducers, related products; loudspeakers; switches for volume control and band; electric resistors; capacitors, electronic applications; condensers; transistors; for use in manufacturing transistor radios. Radio & General Appliances Ltd. (manufacturer), Post Box 538, 18 Muslim Town, Lahore. WTD 6/19/64.

369 Electrical Machinery, Equipment, Supplies

● **IRAQ**—Supply of 11,300 various types 6 and 12 volt dry charge batteries. Tender No. EME/23/1964, bid deadline Nov. 15. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4242).

371 Motor Vehicles, Motor Vehicle Equipment

FRANCE—Couplings for trailer cars; injectors, diesel injection equipment. France Automobile Service (importer, wholesaler), 159 Rue Gallieni, Boulogne-Billancourt (Seine). WTD 11/26/63.

ISRAEL—Spare parts and related equipment. Purchasing authority representing 400 agricultural settlements wishes to contact manufactrers and/or suppliers of spare parts for diesel and gasoline vehicles and farm machinery. Lamoshav Transport Center for Settlements, 56 Hechaluzim St., P.O. Box 5008, Tel Aviv. WTD 9/14/64.

372 Aircraft, Parts

FRANCE—Aircraft spare parts and equipment; engine parts. Societe d'Exploitation & de Constructions Aéronautiques (manufacturer), 4 Ave. Hoche, Paris 8e. WTD 6/29/64.

374 Railroad Equipment

● **COLOMBIA**—7 to 9 diesel-electric locomotives, 800 hp. (3' 0" gauge). Financing under World Bank loan. Tender No. Licitacion No. 7088, deadline Dec. 14. Bids must be presented by legally-accredited manufacturers' representative. Bids submitted in English must be accompanied by Spanish translation. Ferrocarriles Nacionales de Colombia, Departamento de Adquisiciones y Almacenes, Estacion de la Sabana, Oficiana 402, Bogota. Specifications and conditions available from issuing authority upon payment of 500 pesos (US$40), or may be reviewed in Transportation Equipment Division, BDSA-6340, Department of Commerce, Rm. 4314, Washington, D.C. 20230.

381 Engineering, Laboratory, Scientific, Research Instruments

VIET-NAM—Full line of equipment necessary for analysis and research laboratory in microbiology and biochemistry. Requests quotations, catalogs. Institut Pasteur de Saigon (manufacturer, wholesaler—Government sponsored), 167 Pasteur, Saigon.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

● **INDIA**—Supply of one mechanical-electronic profilometer with accessories. Tender No. AEE/P/CAP/9529, bid deadline Oct. 28. Atomic Energy Establishment Trombay, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2939).

ISRAEL—Temperature control equipment: capillary thermostats for industrial applications; potentiometric proportional temperature controllers and recorders; general pyrometric controls for temperature. Importer, agent requests prompt offers from manufacturers, including catalogs, price lists, delivery terms. Direct purchase and exclusive agency. Import, Building & Trading Co. Ltd., 18/20 Mikve Israel St., P.O. Box 2287, Tel Aviv. WTD 9/14/64.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Supply of 16 portable 2-jar suction apparatus suitable for hospital ward work. Bid deadline Nov. 10. The Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo.★ (Telephone: 202-WO 7-2939).

FRANCE—Dental instruments of modern types: dental lathes and cutting tools; pliers; presses; forceps; sterilizers; orthodontic appliances; polishing units; small equipment for dental laboratories, primarily high-speed portable dental burs of midget types. Requests replies in French from manufacturers only. Agency and possible direct purchase. Paulette Koppel (dental surgeon, sales agent), 17 Rue Charles-Gounod, Talence, Gironde. WTD 11/12/63.

Dental materials and supplies suitable for sale in France, such as: gypsum products; cement; dental metals and plasters; waxes; dental units; amalgams; enamels; alloys; denture materials and cleaners, related lines. Small handtools, appliances, all types, for dental surgeon. Agency; also direct purchase by firm for own use. Requests replies in French. Paulette Koppel (sales agent), 17 Rue Charles-Gounod, Talence, Gironde. WTD 11/12/63.

Dental equipment and instruments; dental supplies and products such as gypsum products, impression materials, plasters, porcelain teeth, resinous teeth, waxes. Societe Parisienne de Fournitures Dentaires (importer, dealer), 11 Bis Bld Haussmann, Paris 9e. WTD 4/17/63.

GERMANY—Newly developed veterinary instruments and instruments for animal breeding, particularly articles for artificial insemination. Walter Eickemeyer, Veterinaer-Instrumente (manufacturer, importer, wholesaler), 72 Tuttlingen/Wuertt., Schuetzenstrasse 5, WTD 9/21/64.

386 Photographic Equipment

AUSTRALIA—3-D illuminated pictures. V. Di Marco & Co. Pty. Ltd. (importer), 70 Berwick St., Valley, Brisbane, Queensland. WTD 9/9/64.

387 Watches, Clocks, Parts

FRANCE—Aircraft clocks, other instruments. Societe d'Exploitation & de Constructions Aéronautiques (manufacturer), 4 Ave. Hoche, Paris 8e. WTD 6/29/64.

Aircraft clocks, other instruments. Direct purchase and agency. Fenwick-Aviation (importer, dealer, agent), 15 Rue Fènelon, Paris 10e. WTD 10/4/63.

391 Jewelry, Silverware, Plated Ware

NEW ZEALAND—Investment compound for use in investment casting (lost wax process) for rings and jewelry; annual requirements about 5,000 lb. Matthey Garrett (N.Z.) Ltd. (importers, manufacturers, wholesalers, retailers), 22 Drake St., P.O. Box 2073, Auckland. WTD 9/9/64.

394 Toys, Amusement, Sporting Goods

HONG KONG—Dolls made of plastic materials and cloth. Requests replies from manufacturers. Frederick Pordes & Co., Ltd. (importer, exporter), 209-210 Gloucester Bldg., P.O. Box 596, Hong Kong. Cable: WIPOR Hong Kong. WTD 5/31/63.

399 Manufacturing Industries

BELGIUM—Novelties which can be sold through mail; small plastic and other household appliances, non-electric; cleansing products. Exclu (mail order business), Van Praetlei 12, Merksem, Antwerp. WTD 8/28/64.

596 Farm, Garden Supply Stores

DUBAI—All kinds of fruit and vegetable seeds for gardening. Al-Tajir (importer, retailer, exporter, wholesaler, commission agent), P.O. Box 117, Dubai, Trucial States. WTD 9/12/64.

739 Business Services

HONG KONG—Offers consulting, agency and market survey services in Hong Kong, Japan, Taiwan. Premier Projects Ltd. (consulting and agency firm), 41 Printing House, P.O. Box 13959, Hong Kong. WTD 3/24/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

ITALY—Yellow corn. I. Calderon (agent), Viale Umbria 82, Milan. WTD 7/24/64.

208 Beverage Industries

ITALY—Bourbon whisky; other liqueurs. Grandi Marche Francesi (distributor), Via Cesare Brivio 33, Milan. WTD 6/26/64.

209 Food Preparations

FRANCE—Fish meal, first quality, for preparation of animal feed. Fish liver oils, fortified, A and D3 vitamins, for preparation of cattle feed of good quality. Non-saponifiable fish oils for animal feedings. Requests replies in French. Pierre Bonnet (agent) Dulamon, Boite Postale No. 4, Blanquefort, Gironde. WTD 9/21/64.

GREECE—Soybean oil, refined, deodorized. Requests replies from manufacturers or exporters. P. Arnopoulos & D. Nicolaidis (importer, wholesaler, exporter, sales agent), 2 Sapfous St., Athens 113. WTD 8/7/63.

220 Textile Mill Products

SOUTH AFRICA—Piece goods: printed arnel, woven and knitted; printed dacron, woven; printed and plain lockknit, in mixtures of 44% dacron/32% nylon/24% cotton. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

222 Manmade Fiber

GREECE—Worsted dacron, 52″ wide, for men's suitings. Requests replies from manufacturers only, competitive quotations cif Piraeus. Maison Mario M. Covo (sales agent), 47 Eolou St., Athens, WTD 9/17/64.

224 Narrow Fabrics Mills

SOUTH AFRICA—Fancy braids for men's hat bands. A. Blomson (manufacturer's agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

228 Yarn, Thread Mills, Products

SOUTH AFRICA—Mercerized cotton yarn, count 2/16, 2/18, etc. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

242 Sawmills, Planing Mills

ENGLAND—Wooden floorings; wall paneling. Sole agency only. Wood Mosiac Floors Ltd. (manufacturer), Woods Lane, Cradley Heath, Staffordshire. WTD 9/17/64.

282 Synthetic Materials

ISRAEL—Importer seeks producers of polypropylene, polyurethane, VAM (vinyl-acetate monomer) resins; high-density polyethylene resins; synthetic fibers. Desires exclusive agency. Isar, 16 Simtat Hashoeva, Tel Aviv. WTD 7/10/64.

287 Agricultural Chemicals

FRANCE—Fertilizers, fungicides, insecticides, other products for nursery growing. Maison Arthur Ghys (manufacturer, 36 Rue Colbert, Plessis-Robinson (Seine). WTD 8/20/64.

323 Glass Products

ISRAEL—Importer-agent seeks producer of fiber glass chopped strand mats. Desires exclusive agency. Isar, 16 Simtat Bet Hashoeva, Tel Aviv. WTD 7/10/64.

331 Steel Mill Products

ISRAEL—Black steel sheets, Thomas quality, thickness 0.4mm to 2.99mm; tinplate, electrolytic waste waste, coke, etc. Manufacturers' representative invites offers from mills only, including prices, delivery terms. Exclusive agency. Eliahu Pshouti. 8 Mikve Israel St., P.O. Box 2915, Tel Aviv. WTD 8/15/63.

333 Primary Smelting, Refining of Nonferrous Metals

ISRAEL—Aluminum ingots. Wishes to contact prime producers of aluminum. Desires exclusive agency. Isar (importer, commission agent), 16 Simtat Bet Hashoeva, Tel Aviv. WTD 7/10/64.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Gardening tools, nursery apparatus. Maison Arthur Ghys (manufacturer), 36 Rue Colbert, Plessis-Robinson (Seine). WTD 8/20/64.

ITALY—Do-it-yourself tool kits for hobbies, home work, artisans. Requests replies in Italian. Figli di Ippolito Sigurta' (agent, wholesaler, retailer), Corso Ticinese 1, Milan. WTD 3/14/63.

351 Engines, Turbines

IRAN—Diesel engines: 5-25 H.P. for pumping water from river; 50-200 H.P. for deep waterwells. Kavesh Trading Co., Ltd., (importer), Fiat Bldg., Saadi Ave., Tehran. WTD 10/18/63.

354 Metalworking Machinery

THE NETHERLANDS—High pressure degreasing and cleaning machines for auto engines; automatic carwashers. Desires exclusive agency for Benelux countries, England and Ireland. Requests price lists, literature. Solimpex, 1 Baafjeslaan, Heiloo. WTD 9/1/64.

358 Service Industry Machines

ENGLAND—Commercial refrigerators; frozen food cases; meat counters. Palace Refrigeration (Swansea) Ltd. (importers, wholesalers, retailers), 90/91 High St., Swansea, Glamorganshire, Wales. WTD 9/21/64.

371 Motor Vehicles, Motor Vehicle Equipment

SOUTH AFRICA—All automotive, truck and tractor spare parts. Higginson & Turnbull (Pty), Ltd. (manufacturers' agent), P.O. Box 3676, Cape Town. (WTD 5/11/64 for company's head office, Johannesburg).

372 Aircraft, Parts

FRANCE—Aircraft spare parts and equipment. Siren-Societe Industrielle de Realisations & D'Etudes Nouvelles (manufacturer), 13 Rue St-Honore, Versailles (Seine & Oise). WTD 6/29/64.

386 Photographic Equipment

FRANCE—Cameras, projectors, lighting equipment, flash units, other motion picture equipment. Cuirtan A. Bonefant & Cie. (importer, dealer), 215 Rue de Charenton, Paris 12e. WTD 8/26/64.

387 Watches, Clocks, Parts

FRANCE—Aircraft clocks, other instruments. Siren-Societe Industrielle de Realisations & d'Etudes Nouvelles (manufacturer), 13 Rue St-Honore, Versailles (Seine & Oise). WTD 6/29/64.

394 Toys, Amusement, Sporting Goods

GERMANY—Golf equipment. Desires agency representation for West Germany. Golfbedarf M. Lauf K. G. (wholesaler, importer sales agent), 1 Rudolf Vogt Strasse, 6202 Wiesbaden-Biebrich. WTD 8/7/64.

640 Insurance Agents, Brokers, Service

THAILAND—Wishes to represent firms handling fire, marine, accident and life insurance. Khem Nopasri, Athon Panich Co., Ltd. (importer, wholesaler, manufacturers' representative), 108-112 Charoen Krung Rd., Samyod, Bangkok. WTD 1/23/64.

781 Motion Picture Production, Distribution

SAUDI ARABIA—Desires to act as exclusive agent for TV films to be shown on Saudi Arabia's new television network due for opening early next year. Particularly interested in children's movies, cartoons, travelogues, educational films. Muhammad Fazil 'Abd Allah 'Arab (importer, wholesaler, distributor), P.O. Box 39, Jidda. WTD 7/28/63.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Estanislao Julian Carosso, representing ADHAR, Adhesivos Argentinos, S.A.I.C. y F., Paraguay 1233, Buenos Aires, interested in obtaining license to manufacture **adhesive materials for industrial use; sealers, especially for automotive industry.** Early Oct. via New York for two weeks. c/o Department of Commerce Field Offices: Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001; Rm. 230, 80 Federal St., Boston, Mass., 02110. Itinerary: New York; Long Island City; Brockton, Mass.; Bloomfield, N.J.

AUSTRALIA—Robert M. Lang, representing R. M. Lang & Co., Commonwealth Bank Bldg., 55 William St., Perth (G.P.O. Box S.1419, Perth), interested in **securing agencies for any product, particularly in men's wear,** that might find a good market in Western Australia. Here for three weeks. c/o Sheraton-Chicago Hotel, 505 N. Michigan Ave., Chicago 11, Ill. (to Oct. 13); Park-Sheraton International Hotel, 56th St. & Seventh Ave., New York, N.Y. (Oct. 18-25). Itinerary: San Francisco, Los Angeles, Chicago, New York, Washington.

Mrs. D. H. Werda, representing Lesleys Pty. Ltd., 318 Oxley Rd., Graceville, Brisbane, Queensland, interested in **exporting to Hawaii children's party and play clothes; lining up an agent, distributor** in San Francisco. Here for three weeks. c/o Department of Commerce Field Offices: 202 International Savings Bldg., 1022 Bethel St., Honolulu, Hawaii, 96813; Federal Bldg., Box 36013, 450 Golden Gate Ave., San Francisco, Calif., 94102. Itinerary: Honolulu, San Francisco.

AUSTRIA—Dr. Herbert J. Pichler, representing SIGMAPHARM chem.-pharm. Produkte Dr. H. Punzengruber & Dr. H. Pichler, 129 Leystrasse, Vienna XX, interested in **contacting U.S. manufacturers of pharmaceutical specialties interested in appointing agent in Austria and/or having their proprietary pharmaceutical products manufactured under license in Austria.** Here to Oct. 22. c/o Dr. Altmann, 863 Park Ave., New York, N.Y. Itinerary: Wilmington, Del. (Oct. 12-13); Washington (Oct. 14-16); St. Louis, Mo. (Oct. 17); Chicago (Oct. 19-20); Detroit (Oct. 20-21).

BRAZIL—Alvaro Costa Carvalho, representing Diversoes Bom Boliche Ltda., Av. Santo Amaro 278, Sao Paulo, interested in importing **bowling equipment and supplies** and **requesting technical information on the operation of bowling alleys and amusement parks.** Here for one week. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

CHILE—Rodolfo Neef W., representing self, Casilla 1246, Valparaiso, interested in contacting importers and buyers of **handicrafts** made of cattail, willow, ceramic, etc. Oct. 12 via Miami for three weeks. c/o Piccadilly Hotel, 227 W. 45th St., New York, N.Y. Itinerary: New York, Washington.

CONGO—Crepin Mwaka, representing Etablissements Congolais Mwaka, B. P. 2677, Leopoldville, interested in: representing or importing African type trade articles such as **transistor radios, used clothing, textiles, motion pictures, foodstuffs, automobiles; investigating possibilities of having Congolese postage stamps printed in U.S. and of having tires made in Leopoldville.** Here for one week. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

FRANCE—Edouard Urban, President, Societe des Usines Quiri & Cie., 46, Route de Bischwiller at Schiltigheim (Bas-Rhin), interested in visiting medium size factories manufacturing **industrial refrigeration** or similar mechanical equipment in New York and Oklahoma City areas for purpose of studying U.S. manufacturing methods with view to eventual future technical collaboration with U.S. firm. Oct. 12 via New York to Oct. 29. c/o Park-Sheraton International, 56th St. & Seventh Ave., New York, N.Y.; Sheraton-Oklahoma Hotel, Sheridan & Harvey, Oklahoma City, Oklahoma. Itinerary: New York (Oct. 12-14; Oct. 25-28), Miami and New Orleans (Oct. 15-17), Oklahoma City (Oct. 18-24).

GERMANY—Dr. Walter Pelletier, Chairman, Board of Management, with three other members of NORD-WEST Schuhwaren-Einkaufsgenossenschaft e.G.m.b.H. (Cooperative Purchasing Association of Shoe Retailers), 12 Taunusanlage, Frankfurt/Main, interested in **discussing retail shoe problems, studying new developments in footwear trade;** visiting special shoe stores, department stores, mail order and discount shops, shopping centers. Also requesting technical information on above. Oct. 15 via New York to Nov. 3. c/o Belmont Plaza Hotel, 49th St. & Lexington Ave., New York, N.Y. (Oct. 15-20); Sheraton-Palace Hotel, 639 Market St., San Francisco, Calif. (Oct. 23-27); Hollywood Roosevelt Hotel, 7000 Hollywood Blvd., Hollywood, Calif. (Oct. 29-Nov. 2). Itinerary: New York; Nashville, Tenn.; San Francisco; Monterey; Carmel; Los Angeles.

INDIA—Vasantrao Patil, c/o Shetkari Sahkari Sakhar Karkhana Ltd., Sangli, Maharashtra State, and six other leaders of industrial cooperatives, interested in obtaining **machinery and technical know-how to manufacture paper from sugarcane bagasse.** Here for 18 days. c/o Beloit International Corp., Beloit, Wisconsin. Itinerary: New York, Washington, Pittsburgh, Chicago, San Juan, Los Angeles, San Francisco.

IRAN—Ali Kashanchi, representing Kavesh Trading Co., Ltd., Fiat Bldg., Saadi Ave., Tehran, interested in **representing U.S. manufacturers of diesel engines and pumps.** Here to Oct. 31. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Washington, San Francisco.

LEBANON—Michel Nammour and Noel Mikaelian, representing Etablissements Georges Abou Adal & Cie., S.A.L., P.O. Box 1332, Rue Selim Takla, Beirut, interested in **printing machines for continuous printed papers; cosmetics; lingerie; canned foodstuffs.** Requesting technical information on printing machines. First two weeks Oct. via New York for one month. c/o Lebanese Consulate General, 9 E. 76th St., New York, N.Y. Itinerary: New York, other industrial trade centers.

Ibrahim Y. El-Yousef, representing self, Sabah Bldg., Hamra St., Beirut, interested in **real estate and international financing.** First two weeks Oct. via New York for six months. c/o Lebanese Consulate General, 9

E. 76th St., New York, N.Y. Itinerary: New York, Washington, Detroit.

NEPAL—Kunj Behari Tibrewalla, representing Kunj Behari & Co., Putli Sadak, Kathmandu, interested in **equipment for cold storage plant** (under construction in Kathmandu) including transportation fleet; **exploring investment possibilities in Nepal in cement, fertilizer, woolen textiles, paper, caustic soda and sulphuric acid.** Oct. 17 via New York for one week. c/o Statler Hilton Hotel, Seventh Ave. & 33rd St., New York, N.Y. Itinerary: Cleveland.

PAKISTAN—Malik Riaz Ahmad Khan, owner, Albarie Trading Corp., Civil & Military Gazette Bldg., 48, The Mall, Lahore, interested in importing **electrical and mechanical equipment** (conductors, aluminum and ACSR power transformers from 11 KV up to 20 MVA, line hardware material, accessories for transmission line, switchgear LT & HT, transmission line towers and tubular poles, insulators for H.T., earthmoving machinery such as tractors, bull dozers, dredgers, elevators, road rollers, pavers and drilling equipment. Here to Oct. 30. c/o Kaiser Aluminum International Inc., 300 Lakeside Drive, Oakland, Calif. Itinerary: Oakland, San Francisco, Chicago, Milwaukee, Chattanooga, New York, Miami, Los Altos, Trenton.

SOMALI—Domenico Bocchiotti, Manager, African Motor & Engineering Co., (AMECO) P.O. Box 427, Mogadiscio, interested in contacting U.S. suppliers of **telecommunications equipment, automotive accessories, glass making machinery and water purification equipment.** Here to late Oct. c/o FMC, Peerless Pump Division, P.O. Box 31076, Los Angeles, Calif., 90031. Itinerary: Los Angeles, New York.

SOUTH AFRICA—R. Melouney, Vice President, International Junior Chamber of Commerce, P.O. Box 2813, Durban, Natal, representing **cosmetic agencies,** interested in establishing contacts in the fields of toiletries, cosmetics and gift packagings (fancy glass and plastic containers) with a view to obtaining agencies for South Africa. Here for three weeks. c/o Cory Mann George Corp., 80 Broad St., New York, N.Y. Itinerary: New York, Akron, Oklahoma City, San Francisco.

Leon Pascall, Director, Leon Pascall Organization, 162 Longmarket St., Cape Town, interested in **contacting building contractors and civil engineers with view to purchasing building machinery and equipment;** requesting technical information on latest building designs and construction, building plant and machinery. Early Oct. via New York for three weeks. c/o American Express, 65 Broadway, New York, N.Y., Attn.: Clients Mail Dept. Itinerary: New York, San Francisco.

Construction Projects

TAIWAN—The Hualien Harbor Administration has announced a three-year plan to develop the **seaport** of East Taiwan. Starting date for the project's beginning is not known, however, the project reportedly involves construction of both deep and shallow **water docks,** a **shipyard** and further **dredging work. Write:** U.S. Embassy, 1842 Chung Cheng Rd., Taipei.

ETHIOPIA—(E $2.50 = US $1). The Ethiopian Electric Light & Power Authority has signed an E $2.3 million contract with S.A.E. Milano, an Italian firm, for construction of a **high tension line.** Proposed line will be 96 kms. long, extending from Melkossa, site of the future hydroelectric power station, to Kaliti. Construction Work is expected to be completed in one year.

HONG KONG—(HK $100 = US $17.50). The Government has announced plans to build a **pier** at the northwest coast of Yim Tin Tsai in Tolo Harbor. Structure will consist of a solid causeway and will permit fishing by fishermen dislocated by the Plover Cove Project. Other plans include construction of a **reinforced concrete box culvert** at Quarry Bay and a **large trunk sewer** in Kwun Tong. Work on the latter project has already begun.

INDIA—(100 rupees = US $21). The Civil Aviation Dept. has decided to expand two dozen airports to take bigger aircrafts which will be used on regional or feeder routes. Estimates have been prepared and approved for **extension of runways at airports** in Udaipur, North Lakhimpur, Kulu, Tulihal and Indore. **Write:** Civil Aviation Dept., New Delhi.

ITALY—(1000 lire = US $1.60). Study proposing expansion of Port of Genoa calls for construction of a **satellite port** at Voltri, westernmost suburb of the city, which would handle almost all bulk cargo. General cargo and passenger traffic would be handled by the old port in Genoa.

In addition to actual construction of facilities at the satellite port and a number of improvements for the old port, **new roads** and a **railway line** would have to be constructed to link the new area to the existing transportation system.

The plan provides for the work to be done in two phases with the first phase lasting about five years and the second about four. Total cost estimates are 60 billion lire ($96 million) exclusive of the 7 billion lire (11 million) for construction of a new railway line.

The Capocaccia Plan, drafted for the Genoa Port Consortium, is now being studied by the Ministry of Public Works in Rome. Approval, with modifications, is expected, funds, however, would be allotted within the framework of the "Blue Plan", a project for modernization of all Italian ports which is expected to be promulgated in 1965. Actual construction may be started within two or three years. **Write:** Genoa Port Consortium, Genoa.

JAMAICA—(1£ = US $2.80). A £125,000 **drug manufacturing and packaging plant** is to be established in Montego Bay within the next six months according to a release of the Jamaica Industrial Development Corp.

The new firm, Consolidated Laboratories Ltd., is reportedly owned by Jamaican, U.S., and U.K. drug interests with majority ownership in Jamaican hands. The various interests are the Jamaican trading firm of Levy Brothers Ltd., Parke-Davis & Company (U.S. and U.K.), Abbott Laboratories Inc. (U.S., U.S. Vitamins (U.S.) and the Schering Corp. (U.S.).

The plant will produce a wide range of pharmaceutical products under licensing agreements for the domestic market and for export.

This will be Jamaica's fourth pharmaceutical plant. Others are Federated Pharmaceutical Ltd. (owned by Lepitit of Italy, Sterling Drug International Ltd. (soon to start operations), and Windsor Laboratories (locally owned and manufacturing under licensing agreements).

The Jamaican firm Desnoes & Geddes Ltd., plans to establish a £200,000 **soft drink and beer bottling plant** to serve western Jamaica at Montego Bay. Production is expected to start in a year.

LEBANON—(£1 = US $.45). It has been reported that construction of a new **cement factory** (Lebanon's third) at Siblin, in the southern portion of the country, has been approved by the Council of Ministers. Further information or details have not been disclosed.

PAKISTAN—(100 rupees = US$21) The Buildings & Roads Dept. of the Government of Pakistan has invited applications for selection of firms to whom tender documents will be issued for construction of a **pre-stressed concrete bridge** (total length 1920 ft.) over the Sutlej River near Baahawalpur. The contractor will be required to construct the complete bridge including approaches and ancilliary works; arrangements for construction materials will be made by the contractor himself. Construction will require approx. 2½ years and cost about Rs11,750,000 (US$2,350,000).

Invitations to submit tenders along with contract documents will be issued only to firms presenting satisfactory evidence of having successfully constructed, or possessing the required capabilities and qualifying financially to construct a pre-stressed concrete bridge.

Firms who wish to be placed on the list of eligible contractors should **send** the following **information not later than Oct. 28** to Chief Engineer, Eastern Region, Buildings & Roads Department, Bahawalpur, and the Director of Bridges, Abdus Salam, West Pakistan Buildings & Road Department, Lahore, Pakistan.

1) Name and address of firm and persons duly authorized by the firm to whom all future correspondence should be directed;

2) Record and expenditures of similar works. Any photographs of completed bridges with details of cost, design, data, location, etc;

3) Particulars of heavy construction equipment that will be made available for the job. Specifications of such machinery, along with their cost should be included also;

4) Qualifications and experience of technical members of staff who will be available for the job and their respective experience;

5) Financial references and financial statements with names of bank relationships.

PARAGUAY—(100 guaranis = US$.79). Government has signed a $1.25 million contract with Electroconsult (Italian firm) for engineering and consulting services on the **Acaray Hydro-Electric Project** (see INTERNATIONAL COMMERCE, Aug. 31, p. 37). Contract reportedly calls for technical and administrative direction of construction and for technical assistance to Administracion Nacional de Electricidad (ANDE) for one year after the 45,000 KW plant begins to function.

The U.S. consulting engineering firm, Palmer & Baker, has signed a contract with the Ministry of Public Works for supervision of a **multi-faceted improvement project for Asuncion Airport.** Cost of improvements is estimated to be $7 million.

NORWAY—(100 kroner = US$14). Norconsultants, (Norwegian firm), consulting engineers and architects, has concluded a contract with Conatrach, the Algerian state-owned gas

and oil company, under which it will supervise the planning and building of an 800-kilometer-long **oil pipeline** from Haoud el Hamra to the port of Arzew. A British firm is reported to be the prime contractor for the project. **Write:** Norconsultants, Oslo.

PERU—(100 soles = US$3.73). Announcements of contract awards were made by Callao Port Authorities to the following firms:

Representaciones "Fatsa" Ingenieros, SA—$59,549 (c.i.f. Callao) for 16 4,000-lb. Pellibone tractors; Equipment, SA—$127,335 for Clark 24 various capacity elevators and $65,634 for 12 5,000-lb. Clark bale clamps; Joy Manufacturing Co., SA—$54,812 for one 30-ton Koehung crane.

SYRIA—It is reported that the Ministry of Communications will publicize up to four tenders for **earth leveling and other works** between Latakia, Aleppo and Qamishli for a **railway line** to be built from Latakia to Qamishli. **Write:** Ministry of Communications, Rue Parlement, Damascus.

THAILAND—(1 baht = US$4.80). The Ministry of National Development has announced the allocation of 2,132,500,000 baht during fiscal year 1965 for **highway** and other Ministry expenditures. As part of the previously announced Five-year, $225 million, 5,000 kilometers road program, approx. $50 million is to be spent in the first year. Planned for implementation are at least five roads totaling over 900 kilometers and reinforcement of certain roads to improve load-bearing capacities. The International Bank for Reconstruction and Development is expected to provide $25 million in financial assistance. Private engineering and construction will be supplied in some instances through international competitive bidding. **Write:** Highway Dept., Ministry of National Development, Sanamchi Rd., Bangkok.

TUNISIA—(1 dinar = US$2.40). World Bank has made a loan of $7 million to Tunisia to **expand port facilities at La Goulette.** This loan will cover part of the estimated $11.4 million needed for the project (see INTERNATIONAL COMMERCE, June 29, p. 29).

At present, La Goulette has five along-side ship unloading positions. Plans call for covered storage for these and construction of two deep-water along-side positions. Construction of a **new road, a railroad terminal** and **clearance facilities** will give the port a one-million-ton yearly capacity, 700,000 tons of ordinary cargo and 300,000 tons of bulk cargo such as wine and olive oil. Passenger ship activities are to be moved from Tunis port to La Goulette.

One of the two new unloading positions is to be built for handling wine, the other for shipments of lumber, stone and iron. A second ferry is to become operational, thus providing more capability for communication with the main highway route leading south from Tunis.

The present fishing port, which is located in the rear of the commercial port, is to be filled in to provide a space gain of 25 hectares. The fishing port will be moved to a new location near the outer breakwater. This first phase, which includes the **construction of storage and clearance facilities,** is to be accomplished in the next two and one-half years.

The **present wharf is to be extended 330 meters.** This extension plus the installation of the two new discharge positions is to be accomplished as a second phase and at a speed based on Tunisia's economic expansion.

Write: Office des Ports Nationaux Tunisiens, Tunis.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated Aug. unless marked otherwise.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—United Kingdom.

American Firms, Subsidiaries and Affiliates—Uruguay.

Architects, Builders, Contractors and Engineers—Iraq.

Book, Magazine and Periodical Importers and Dealers—Iran.

Chemical Importers and Dealers—Iran.

Fertilizer Importers, Dealers, Manufacturers and Exporters—Denmark.

Fertilizer Importers, Dealers, Manufacturers and Exporters—Iran.

Fruit and Nut Importers, Dealers and Exporters—Finland.

Household Appliance Importers and Dealers—Guatemala, July.

Instruments, Medical, Surgical, Hospital, Scientific and Process Importers Dealers and Manufacturers—Syrio, July.

Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Sweden, July.

Machine Tool, Die, other Metalworking Machinery, and Industrial Furnace Importers and Dealers—Guatemala.

Machinery, Equipment and Supplies, Electrical Importers and Distributors—Ceylon.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SHAPE seeks stationery bids

Various and sundry stationery items including paper, cardboard, erasers, envelopes, typewriter ribbons, rulers and staplers in various quantities and sizes are being sought by The Headquarters, Allied Land Forces of Southern Europe.

A copy of the invitation to bid for supply of these items is available on three day loan to U.S. firms from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

The bid must be submitted by Nov. 11 to the Headquarters Command, Purchases & Contracts Branch, Piazza Pozza 1, Verona, Italy.

$4 million road construction in Papua-New Guinea planned

The Administration of Papua-New Guinea has announced tenders for the construction of the Goroka-Kainantu road in the central highlands of New Guinea. The contract, estimated to be in the neighborhood of $4 million, will cover reconstruction and rerouting of the present Goroka-Kainantu road and continuation of the coastal road from Lae to Kainantu, currently under construction.

In order to register as tenderers, contractors should write to the Department of Works, Papua-New Guinea Administration, Port Moresby, Territory of Papua-New Guinea, for further details.

Leads for Importers

228 Yarn, Thread Mills, Products

BELGIUM—Manufacturer of hatters and spinning furs wishes to export to U.S. 15,000 kilos per month of spinning fur and 10,000 kilos per month of rabbit hair. Firma Edmond Van Den Berghe P.V.B.A., 18 Pieter Tackstraat, Lokeren. WTD 5/19/64.

283 Drugs

AUSTRALIA—Botanical products (Duboisia Leichhardtii leaves; Duboisia Myoporoides leaves; Orthosiphon Gradiflores leaves; Eucalyptus Japonica leaves) for manufacturing chloroform, belladonna, pills for air and sea sickness and kidney disorders. Manufacturer seeks direct and/or agency. Duboisia Processing Co. Pty. Ltd., Mt. Lindesay Highway, Goulds Hill, Beaudesert, Queensland. WTD 9/15/64.

DENMARK—Manufacturer seeks U.S. representative for its line of hormones, antibiotics, sulpha drugs, vitamins, T.B. drugs, antidiarrhetics, analgesics, etc. Scanpharm A/S, 33 Industriparken, Copenhagen-Ballerup. WTD 9/11/64.

323 Glass Products

FRANCE—Decorative stained glass and glass windows of high quality for churches, public buildings, residences, manufactured by skilled artisan workers; reproductions and modern-type of art stained and leaded glass. L'Art du Vitrail, 7 Bis Impasse Duluc (pres Rue Turenne), Bordeaux. WTD 9/25/64.

354 Metalworking Machinery

SWEDEN—Combined threading and cutting-off machine, cuts pipe threads from ¼" to 2" right or left hand without changing dies, fixed workpiece, hollow spindles; direct and/or agency. Elof Hansson, P.O. Box 183, Goteborg 1. For descriptive brochure write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 4/9/63.

395 Artists' Materials

SWITZERLAND—Manufacturer seeks importer for U.S. market for fine artist oil colors, in tubes, SAX brand. Sax-Farben Ag., Lack- und Farbenfabrik, Urdorf/ ZH. WTD 11/25/63.

New Books and Reports

***Market for U.S. Products in Morocco.* A supplement to International Commerce. U.S. Department of Commerce, September 1964. 56 pp. 40 cents.**

Another in the Bureau of International Commerce market series, this latest country study brings together a variety of data of interest to U.S. exporters in determining the potential for their products in Morocco. The report emphasizes those commodities which specifically appear to offer the most promising sales opportunities for U.S. business in relation to current Government import licensing policies and local market requirements.

The study describes the composition of the market, economic development programs, market for selected commodities, geography, climate, people, channels of distribution, trade practices, import regulations and marketing aids. Tables, charts, maps and tips for the business traveler are included.

***Guide to Export Credit Insurance.* Stanley E. Hollis. Foreign Credit Insurance Association (FCIA). 1964. 58 pp. Free.**

FCIA's stated aim in presenting this guide is "to provide insurance producers, as well as bankers, manufacturers, exporters and others in international trade, with a broader understanding of export credit insurance, its basic principles and functions, how it aids in the development and growth of international sales, and how it enables commercial bankers to finance more export sales with greater security for themselves and their clients."

The booklet discusses the history and development of credit insurance, the American export credit insurance system, rating principles and methods and the outlook for U.S. export trade. Insurance company members of FCIA are listed.

Write: Foreign Credit Insurance Association, 250 Broadway, New York, N.Y., 10007.

***Diplomat's Annual*: 1964-65. Published by the Diplomatic Press and Publishing Company. London, 1964. 148pp. $5.60.**

An annual reference book on the Diplomatic and Consular Corps in London, including trade representatives and agents of international organizations.

Write: The Diplomatic Press and Publishing Company (Diprepu Co., Ltd.) 13, Cotswold Gardens, London, N.W. 2.

To answer queries

Letters have been received asking where "Adventures in Export," by Audrey Marsh King, may be purchased.

The address is: Marsh Publishing Co., 711 East B St., Belleville, Ill.

The book, high-lighted (along with its author) by Neil Hurley in his column of Sept. 21, had previously been described and address given on the New Books and Reports page of the Sept. 14 issue of *International Commerce*.

***Overseas Business Reports*. U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

United States Trade With the European Economic Community, 1962-63. OBR-64-81. 28 pp. Sixteen tables show: U.S. merchandise trade with the European Economic Community and with EEC and Greece, 1926-63; percentage distribution of U.S. merchandise trade with EEC, by major groups, annual 1959-63; leading commodities in U.S. export (annual 1959-63) and import (1962-63) trade with EEC; and U.S. trade with individual EEC countries, by commodity groups and principal commodities, 1959-63.

Establishing a Business in Mexico. OBR 64-82. 26 pp. Summarizes Mexican investment policy, explaining Government ownership and participation, Mexicanization of industry, protection of and aid to industry, and foreign exchange and price control. Provides information on entry permits and rights of aliens, business organization law, the taxes and tax concessions, licensing agreements, patents, trademarks and copyrights, labor legislation and U.S. taxation of income earned in Mexico.

United States Foreign Trade, January-May 1964. OBR 64-91. 32 pp. Cover chart pictures principal commodity changes from January-May 1963 to January-May 1964. Twelve tables present statistics on annual and monthly values of exports and imports; monthly values by economic class, by commodity groups and principal commodities, by geographic areas and leading countries; and U.S. trade with Sino-Soviet Bloc countries.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Fairlift*. Import Publications, Inc., New York City. 1964. 176 pp. $1.**

The first issue of a new publication, this annual is designed to promote utilization of fairs and exhibitions as effective marketplaces for the world's buyers and sellers. In addition to a variety of feature articles, the guide lists world trade fairs and shows, by location, by date, by commodity and by air service.

The next issue is planned for spring '65. **Write:** Fairlift, 10 Bridge St., New York, N.Y., 10004, to request future editions at no charge.

***Kaufkraftkennziffern in Vertrieb und Werbung* (Purchasing power indicators in Retail Trade and Advertising). By Hans-Erdmann Scheler. Part of a series prepared by the Association for Consumption Research and published by Verlag Moderne Industrie, Aachener Strasse 9, 8 Munich 23, Germany. 110 pp. $4.95**

This book describes the nature and method of computing an index of purchasing power in Germany. It would be especially useful to firms already marketing in that country. Most of the book studies the application of the general economic principles in measuring purchasing power in a particular German marketing region.

Following this major section of the book, the author concludes with a section on purchasing power in several other European countries, a useful bibliography, and an appendix listing sources dealing with this subject on a national level. —**MZ**

☆ U. S. GOVERNMENT PRINTING OFFICE: 1964—751956/13

Calendar *for international traders*

October

12—American Plywood Assn.; meeting, Winthrop Hotel, **Tacoma, Wash.** Speaker: Richard Holton, Asst. Secretary for Economic Affairs.

12—Export Conference, Lamar College, **Beaumont, Tex.** Speaker: Secretary of Commerce Luther H. Hodges. Sponsor: REEC.

13—Monthly luncheon meeting International Executives Association, Hotel Statler Hilton, **New York.**

13—Automotive Exporters Club of Chicago, Builders Bldg., **Chicago.**

13—"Mechanics of Importing" seminar, 1st of 6 weekly sessions, **Pittsburgh.** Sponsor: World Trade Council.

13—"In-Office" Conference for 6-8 firms, Federal Bldg., **Detroit.**

14—Texas-Mexican International Trade Conference, **San Antonio.** Speaker: Secretary of Commerce Luther H. Hodges. Sponsors: REEC; San Antonio Chamber of Commerce; Field Office, Department of Commerce.

14—Joint dinner meeting, Springfield Export Sales Managers Assn. and Springfield Traffic Club, Schine Inn, **Chicopee, Mass.**

14—Export Conference, Dow Chemical Co., **Freeport, Texas.** Speaker: Secretary of Commerce Luther H. Hodges. Sponsor: REEC.

14—Shirt Sleeve Conference, South America, The Town House, **Kansas City.** Sponsors: World Trade Committee Kansas City, Kans. Area Chamber of Commerce; REEC; Field Office, Department of Commerce.

14—American Society of Tool and Manufacturing Engineers, Washington Chapter, meeting, Educational Center, American Association of University Women, **Washington.** Speaker: Michael Boretsky, BDSA.

15—Minnesota World Trade Assn. monthly dinner meeting, Minnesota Press Club, Hotel Radisson, **Minneapolis.**

15—Hudson-Mohawk Valleys Industrial Modernization Conference, Schine Ten Eyck Hotel, **Albany.** Speakers: Jack N. Behrman, former Asst. Secretary for Domestic and International Business; George Donat, Administrator, BDSA. Sponsors: Greater Albany Chamber of Commerce; Empire State Chamber of Commerce; Manufacturers Assn. of New York; Rensselaer Polytechnic Institute.

15—Drug, Chemical & Food Export Club luncheon meeting, 12:15 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

15-16—16th annual Virginia World Trade Conference, Hotel Roanoke, **Roanoke, Va.** Sponsor: Virginia State Chamber of Commerce.

16—New York State Home Builders Assn., Concord Hotel, **Kiamesha Lake, N.Y.** Speaker: Roy Gootenberg, Bureau of International Commerce.

16—Annual meeting, South Atlantic & Caribbean Port Development Assn., King-Prince Hotel, St. Simon Island, **Brunswick, Ga.**

19—Meeting, Boston Conference on Distribution, Boston Hilton Hotel, **Boston.** Speaker: William A. Batt, Administrator, Area Redevelopment Administration.

19—Advanced Foreign Trade Educational Course, 1st of 7 sessions, Bryant College, **Providence.** Sponsors: Greater Providence Chamber of Commerce; Field Office, Department of Commerce.

19—Annual Convention, American Society for Metals, Trade and Convention Center, **Philadelphia.** Speaker: James F. Collins, BDSA.

20—Export expansion workshop, Wisconsin Southern Gas Co., Bldg., **Lake Geneva, Wis.** Sponsors. Greater Lake Geneva Association of Commerce and Industry; Field Office, Department of Commerce; Wisconsin REEC.

20—Foreign Traders Assn, Inc., meeting, Sheraton Hotel, **Philadelphia.**

20—Connecticut State Industrial Modernization Conference, University of Hartford, **Hartford.** Speakers: Peter T. Jones, Assistant to the Secretary; George Donat, Administrator, BDSA. Sponsor: Connecticut Manufacturers Assn.

20—Sales Managers Executives International, **Rockford, Ill.** Speaker: Anthony J. Buchar, Director, Chicago Field Office, Department of Commerce.

20—Hardware-Automotives & Allied Trades Group luncheon meeting, 12:30 p.m., Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

21—Foreign Trade Credit Group, Chicago-Midwest Credit Service Corp. Morrison Hotel, **Chicago.**

21—Meeting, Redi-Kilowatt Club, International House, **New Orleans.** Speakers: Frank Sheaffer, Edwin Leland, Department of Commerce.

21—Industry Consultations for John L. Barrett, Foreign Service Officer, Field Office, **Greensboro, N.C.** Sponsor: Field Office, Department of Commerce.

21—Export Expansion Conference, Hotel King Cotton, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

22—Meeting, Southern Methodist University, **Dallas.** Speaker: Peter T. Jones, Deputy to the Secretary. Sponsors: World Trade Committee of the Dallas Chamber of Commerce; Pan American Committee; Field Office, Department of Commerce.

22—Foreign Commerce Committee, U.S. Chamber of Commerce luncheon, Mayflower Hotel, **Washington.** Speaker: Eugene M. Braderman, Deputy Asst. Secretary for International Commerce.

22—In-Office Meeting, Field Office, **Chicago.**

22—Business and Job Opportunity Conference, Kentucky Hotel, **Louisville.** Speaker: Robert M. Kerr, BDSA.

22—Annual Meeting, Maine World Trade Council, Poland Spring Inn, **Poland Spring, Me.**

23—American Institute of Industrial Engineers, meeting, Inn on the Park, **Toronto, Ontario.** Speaker: Robert McNeill, Deputy Asst. Secretary of Commerce.

23—Export Expansion Clinic, Statler-Hilton Hotel, **St. Louis.** Sponsors: Sales & Marketing Executives; REEC; Field Office, Department of Commerce.

23—Annual convention, Writing Instruments Manufacturing Assn., Westchester Country Club, **Westchester, N.Y.** Speaker: James F. Collins, BDSA.

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OVERSEAS BUSINESS reports

U.S. DEPARTMENT OF COMMERCE, Luther H. Hodges, Secretary
BUSINESS AND DEFENSE SERVICES ADMINISTRATION, George Donat, Administrator

Market Information on Electronic Products in Denmark

Prepared by Richard W. Heimlich, Office of Scientific and Technical Equipment, and the

1961 to an estimated $27.5 million in 1963 (table 2). The Netherlands supplied almost 30% of the imports in 1962 while West Germany and the United States supplied 25 and 20%, respectively, in the same year. Exports have increased at a faster pace than imports, rising from $13.1 million in 1961 to an estimated $20.5 million in 1963. Sweden is the primary customer for Denmark's exports of

The Overseas Business Reports, and the World Trade Information Service before them, have been providing U.S. exporters with a steady flow of regional information on events and conditions that affect U.S. marketing opportunities around the world.

Now, we've expanded the service to provide marketing information on specific commodities in selected countries, prepared by industry specialists of the Department's Business and Defense Services Administration.

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